

BEN DALBEY

benldalbey@gmail.com | 503.593.5324

www.linkedin.com/in/ben-dalbey-.com

Leadership • Account Management • Operations • Process Improvement • IT Acumen

Proven Business Professional with leadership roles in the construction and real estate industries with a passion for implementing technologies to streamline and automate services. History of success developing business relationships, achieving key initiatives, and maximizing profitability resulting in a 1,000% year over year growth. Recognized for the ability to provide an unsurpassed level of service, hire and develop dynamic teams, and negotiate competitive contracts. Strong business acumen, technical aptitude, and ability to prioritize and manage several projects simultaneously.

KEY SKILLS

Leadership, Account Management, Relationship Building, Revenue Growth, Project Management, Program Development, Negotiation, Budgeting, Bank & Private Lender Financing, Materials Management, Hiring & Training, Team Leadership, Collaboration, Cross-functional Communication, Governmental Relations, Contractor and Employee Management, Vendor Management

IT SKILLS & INTERESTS

Linux, Fedora, Arch, Ubuntu, Trisquel, Red Hat; Emacs, MacOS, Windows 3.1-10; MS Office, Excel VBA; C, Python, Git, Windows Server, Sage Accounting and Construction Anywhere, Gsuite, Slack

PROFESSIONAL EXPERIENCE

Mission Homes | Portland, OR | 2008 - Present

Chief Operating Officer and Co-founder

- Recognized for leading Mission Homes to a cumulative 11 year revenue growth of 9,900% and achieving a sales volume of \$30M, attributed to dynamic sales skills, strategic planning, relationship building, and implementation of industry best practices.
- Created and led all key marketing initiatives for the Jamieson neighborhood of 14 homes priced at \$1.25M.
- Led the design and build of the 9 lot Mission Oaks neighborhood with homes priced above \$700K.
- Negotiated subcontractor pricing for 12+ different neighborhood builds, resulting in competitive pricing, terms, and increased revenues for the firm.
- Created the corporate insurance policies in collaboration with insurance agents.
- Developed and monitor the budgets for each house and neighborhood over the course of 11 years, upward of 17 neighborhoods.
- Serve as subject matter expert (SME) regarding budgeting matters, including corporate, spec house; materials pricing and negotiations.
- Manage all subcontractor personnel matters, including hiring, firing, budgeting and negotiations.
- Establish salary and the related benefit structure for employees; conduct interviews, hiring,

- and employee training.
- Designed, implemented, and manage the corporate health plan.
- Research and oversee lender finance sourcing, both public and private.
- Manage city and county governmental relations.
- Perform IT Infrastructure, design, and management projects, resulting in streamlined and automated operations.

Remax/Equity Group | Portland, OR | 1997-2004

Network Manager

- Performed and oversaw network design, implementation, troubleshooting, and training. Project included upgrading and streamlining from 11 unconnected office sites to one interconnected, 17 sites network.
- Instrumental in designing VOIP solution as an upgrade to traditional telephony solutions, connecting the 17 office sites for 1,000+ users.
- Managed an IT department responsible for supporting 1,000+ users, providing ongoing training, professional development opportunities, and guidance.
- Led the hiring process for employees within the IT department.
- Implemented the first Linux based servers in company, Red Hat 5.2.