



Education

Clemson University Master of Architecture
AIA School Medal

Registration + Certification

NCARB, RA, PMP, LEED AP, CDT, MCP, MCTS
AIA, PMI, CSI, USGBC
Registration: Georgia + South Carolina

Technology Skills

MS Project, CoE Builder, USPS ICAM, Buzzsaw,
Prolog, Revit, AutoCAD, Navisworks, Microstation,
SketchUp, MasterSpec, Adobe Creative Suite,
Microsoft Office Suite, Visio, & FrontPage.

Honors + Awards

Vision Tower

15th Tallest Tower in Dubai

Arjaan Dubai Media City

Best Mixed Use Project 2009, Cityscape

Tomorrow Square Marriott

Best Business Hotels Award 2006, Forbes China
6th Place Worldwide for Design + Functionality,
Emporis Skyscraper Award 2003

Westin Bund Center

Highly Commended Certificate,
2004 FIABCI Prix d'Excellence,
International Real Estate Federation

The Georgian Terrace

Urban Land Institute Finalist
Award of Excellence
Atlanta Urban Design Commission
PCI Outstanding Building Award

Jefferson Pilot Headquarters

PCI Outstanding Building Award

The Peachtree

BIA Award

LEADERSHIP

An **elite practice leader** with extensive international and domestic experience in marketing, negotiating, managing and delivering world class facilities. Motivated to provide an enhanced stakeholder experience through collaborative involvement in the design process and resulting in an impressive list of projects, drawing from diverse cultural, historical, and technical influences.

PROJECT MANAGEMENT

20+ years experience in master planning, architectural design and construction technology. Project budgets ranged from **\$2m to \$450m**.

Programming for master plans, mixed use, commercial office, hospitality, residential, and institutional projects.

Capital Improvement Management based on budget estimation/analysis, life cycle cost, value engineering and earned value analysis.

Multidisciplinary Coordination and scheduling of industry leading consultants located worldwide.

QA/QC Management including constructability, logistics and sustainability reviews.

Construction Supervision: 15+ years of experience.

Conflict Avoidance/Resolution training.

BUSINESS MANAGEMENT

Business Development Strategy established as a Market Segment Leader through a sound understanding of target markets and client relationship development.

Client/Stakeholder Management through effective communication, documentation and involvement in the design process.

Consultant Management including procurement, negotiating, writing, consultant proposals and contracts including FIDIC, EJCDC, DBIA, and AIA standard forms of agreements.

Profitability Management through effective development of flight plans which include: direct/indirect costs, manpower projections, travel, project scheduling, cost reports and billing.

Risk Management capabilities include analysis, risk breakdown schedules, risk management plans, risk response plans.

STAFF/OPERATIONS MANAGEMENT

7+ years experience in managing staff of 20+ people and multidisciplinary design teams located worldwide.

HR Management has proven history of recruiting and developing exceptional design talent as well as staff evaluation, and compensation recommendations.

Staff Load Balancing accomplished through team configuration, scheduling and outsource support.

Contact

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Marx | Okubo Senior Associate

2012-2013

Senior Associate responsible for supporting real estate investment clients with capital asset management services. These services include property condition assessments, preconstruction plan reviews, owner's representation, and construction project management.



- **Construction Project Management**, CPM, of capital improvement projects. CPMs included: program and scope development, documentation, bid evaluation, contract negotiation and construction administration,
- **Preconstruction Plan Reviews**, PPR, of new property developments. PPRs comprised of a comprehensive review and analysis of all aspects of development team documents including: contracts, soft and hard cost budgets, construction schedules, subcontracts, specifications and design documents.
- **Property Condition Assessments**, PCA, of over 2 million square feet of facilities ranging from technical colleges to corporate office towers. PCAs included: Program and ownership standard compliance with current operations, inventory and life cycle analysis of major building components, site conditions, cost estimation of current deficiencies, analysis of energy, sustainability, life safety and accessibility, forensic analysis and prioritization for M&R.

USPS Architect Engineer

2010-2012

Project Manager responsible for coordinating all USPS facility repairs, expansions, and consolidations within the North Florida and South Georgia district. Projects included both **Capital and Expense projects ranging from \$5k to over \$4.5m.**



- **Successfully managed** numerous projects running at all various stages of the project cycle. Ensured that projects were completed in **compliance of USPS standards** and all project goals are achieved.
- **Project management** duties include: project need assessment, selection of A/E consultants, prepare capital project and operating budgets, negotiating consultant project fees, defining project scope of work, defending project justification to USPS headquarters, preparing written funding documents and reports, issued and coordinated all work orders for professional consultants and contractors, coordination of pre-construction meetings, quality control site inspections, manage project budgets and approve contractor payments.
- Obtained **USPS Security Clearance** as reviewed by the Postal Inspection Service.

tvsdesign Senior Associate

2004-2009

Member of studio leadership responsible for growing the international studio's practice in the Middle East and Korea. **Studio fees grew from \$2m to \$25m over a 4 year period.** Successfully completed award winning mixed use projects. Responsibilities included: Market development & strategies; Studio business, operations & staff management; Client/Project management.



- **Market Segment Leader** for Korea. Established brand and client relationships with Samsung, Hyundai, and Universal Studios Korea. **Won design competition** with Samoo for Samsung's An Yang Residential Complex.
- **Business Management** including: Design services proposals, fee and contract negotiation, project flight plans/budgets, financial and staff performance. In 2008, **collected over \$1m in design fees.**
- **Operations Management:** Developed and managed **WorkShare Team Organization** with virtual production teams located globally for producing design and construction documents for **\$750+m of mixed-use projects.**
- **Project Management** for over \$1b of large mixed use projects.
- **Construction Administration** provided onsite field supervision.

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MSTSD

Senior Architect

1998-2004

Managed small, close-working teams in developer-based domestic work executing explicit documents under short design schedules with maximum quality for reasonable cost. **Participated in collaborative Project Team Process** with owner and general contractor to establish design and construction costs which satisfy owner's program, schedule, and budget.



- Produced **850,000 GSF of office shell construction** for Coca Cola Fountain, Medic, and Southern Company. Projects included parking spaces for 2800 cars.
- **Controlled project costs** based on established budget, project delivery methods, cost breakdown review, value engineering, lifecycle cost evaluation, selection and specification of value added materials.
- 10 Glenlake North was delivered with costs of approximately **\$58.55/GSF for office shell** and \$5,880/Parking Space.
- **Managed the design-side of construction administration** and onsite field supervision. Worked with subcontractors on constructability, cost efficiency and design intent.
- **Experienced in multiple project delivery methods** of FastTrack, Gmax, CM, CMR, Design Build and Open Bid.

JPA

Project Director

1995-1998

Client/Project Director managing consultants and design team on two major mixed use projects in Shanghai, PRC. Engaged in day to day operations regarding project scope, cost, and scheduling. Coordinated production with Shanghai office and local design institute. Lead meetings and presentations in Atlanta, Shanghai and Singapore.



- **Projects managed exceeded \$550m** in total cost of construction
- **Lead team of 5-20 architects** in design and production of documents for Tomorrow Square Marriott and Westin Bund Center.
- Tomorrow Square Marriott Design Development **documents were completed in 6 months.**
- Westin Bund Center construction **documents exceeded 2,700 drawings.**
- **Lead elite group of consultants** for major projects located in US, Canada, and China.

SRSSA

Senior Architect

1984-1995

Project Architect managed and directed team of qualified architects in producing of construction documents for Georgian Terrace, Jefferson Pilot Headquarters, and the Peachtree. Market segment experience ranged from office buildings, parking decks and hotels, to prison renovations and roof replacements.



- **Managed and controlled project cost** through participation in client project management process, including establishing budget, project delivery methods, cost breakdown review, value engineering, lifecycle cost evaluation, selection and specification of value added materials.
- Developed design documents with general and sub contractors to **maximize constructability, cost efficiency and design intent.**
- **Developed component-based drafting system** to document complicated exterior skins.
- Comprehensive detailing and field experience ingrained a wealth of building science technical knowledge
- **Construction Administration** provided onsite field supervision.

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