

# Shawn G. Kelly, AIC/CPC/IEEE (former)

2000sgk@protonmail.com

858-775-6523 • linkedin.com/in/shawnkelly-2000

## SENIOR CONSTRUCTION MANAGER//Sr VP/VP OPERATIONS/COO

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President, Sr Vice President, Senior Construction Manager • Construction Manager, Board Member, Senior Project(s) Manager, Engineering Exe Management, Start-Up Manager, Project Executive Growth Oriented, Responsible for EPC Billion Dollar Portfolio(s), Estimate Review/Risk Mitigation, Increased Profits, Cost/Redundancy Reduction, Safety Leadership, Negotiations

## WORK EXPERIENCE

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### **Bibb Engineering, Architects, Constructors, Kansas City, MO**

**Nov 2018 – Feb 2022**

#### **Vice President, Business Development Chattanooga, TN**

*Power/Industrial Engineering Professional Organization*

- Added 50+ new Clients with Opportunities
- Proposal Management
- Contract Review and Redline
- Created “Green Sheet Estimates” for Sanity Checks
- Review of Estimates/Costs
- Executed Work Remotely without any loss of as bid Margins
- Secured Scope Change Orders, Drove Deliverables/Schedule
- Provided Constructability/Maintainability for Designs
- Contractor Interface Liaison
- H2 OE/Consultant Mitsubishi/BCFH2

### **AECOM, Los Angeles, CA**

**Nov 2009- Dec 2017**

#### **Area Business Unit Leader (Power/Industrial/Chemical)**

*Global Engineering and Construction*

- Started the Business Unit (Western US + HI, AK, Guam to Japan)
- Hired Team built to 65 professionals w/ \$120MM y/y revenue
- Optimized delivery of antiquated systems, software
- Developed succession planning, skillsets, Innovated On-Boarding
- Generated 12% proficiency gains in “Cost per Drawing)
- Introduced technologies that showed an 8% gain in 2 years
- Resolved multiple Engineering/Contractor/Client disputes
- Delivered the 2<sup>nd</sup> highest performing Business Unit 4 years consecutive
- Delivered Solar and Wind Energy Projects including Biomass and H2/BCFH2

**Kiewit Construction Corp. (Industrial/Power Division) Lenexa, KS**

**Aug 2001 – Dec 2009**

*Power and Industrial Construction*

**Sr. VP, VP, Area Manager, Start-up Manager**

- Responsible for Billion Dollar Power Portfolio
- Started Kiewit Transmission from “White Paper to Business”
- Managed transition of Mass Electric to Transmission Contractor
- Spun off Lite Rail Business to New Business within Kiewit

**FruCon Construction Corporation, St. Louis, MO**

**Jan 1991 - Jan 2001**

*Engineering/Construction/Development-Power, Industrial, Road and Bridge*

- Vice President Operations (1991-92)
- Started FruCon Technical Services, Inc (President) (40MM y/y)(1993-2001)
- Became President FruCon Engineering (400 staff/ 150MM y/y) (1994-2001)
- Kept Position in FCE/FCTSI became Sr. VP Executive Management FCCC (1995-2001)
- Leadership gains of 13% Margin 1996 and Revenue Gains of 28%
- Named to Board 1995, International Management Board 1996, Traveling Board 1997-2001
- Responsible for 1.30B multi-faceted business enterprise.

**PROFESSIONAL ACCREDITATIONS**

**(Former) Member American Institute of Constructors (AIC) 1992-2003**

**(Former) Certified Professional Constructor (CPC) 1993-2003**

**(Former) Exam Committee Vice Chair-1994-1999**

**(Former) Texas Tech Wind Technologies Institute—2013-2016**

**IEEE (1994-2009)**