



MARK D. GULESERIAN

Powder Springs, Georgia 30127

markguleserian@comcast.net

cell: 404.273.5031

www.markguleserian.com www.linkedin.com/in/mark-d-guleserian

CONSTRUCTION EXECUTIVE

A “seller-doer” and “institutional power” manager in Construction Engineering Management, known for client-focused and results-oriented expertise in Time, Cost, Quality & Scope Management.

Passionate and inspirational academic instructor bridging formal classroom instruction to that of the real-world.

Professional Skills

Operations | Client Development | Proposals | Contracting | Budgeting | Planning | Civil Engineering | Estimating | Scheduling | Procurement | Program Management | Project Management | Construction Management | Change Management | Engineering Controls | Negotiations | Reporting | Field Supervision | Quality Control / Assurance | Inspections | Safety | Closeout | Facility Management | Mentoring

Recent Experience

CBRE | HEERY, Atlanta, GA.

2006 - 2018

Construction Executive / Senior Associate

Provided company leadership and Construction Engineering Management on numerous public and private-sector Construction Programs / Projects within the Healthcare, Education, Government, Corporate Banking, Cultural Arts, and Entertainment Markets ranging in value from \$100K to \$100M. Responsible for Client Development and Marketing pursuits. Mentored lessor experienced colleagues on the "principles & practices" of Program / Project Management.

- Increased company revenues up to 50%, through superior “value-added” performance and existing client development on several building programs / projects associated with the City of Duluth, Regions Financial, Piedmont Healthcare, American Red Cross, Jimmy Carter Library and Museum, and Center for Puppetry Arts.
- Won industry awards for Program Management achievement and general construction for the Center For Puppetry Arts new “Worlds of Puppetry” Museum, Atlanta, GA.
- Produced and administered an “Architectural Rendering Design Competition”, judged by the residents of Suwanee, Ga., to serve as the determining factor for the selection of professional design services in construction of new city hall complex for City of Suwanee, GA.

WSP (PARSONS BRINCKERHOFF), Atlanta, GA.

2000 - 2006

Program Director

Provided Operations Management and Client Development Services on various public-sector Building Construction Programs within the Education and State Government Markets nationally, ranging in value from \$10M to \$100M.

- Supervised 10-15 construction program staff, including project managers, superintendents, and site inspectors.
- Enforced Corporate ISO 9000, 9001 quality management policies.

WSP (PARSONS BRINCKERHOFF), (Continued)

- Replaced existing Program Manager, retracted Owner's "Notice of Default", repaired adversarial business relationships, reduced construction cost overruns, schedule impacts, and minimized overall company losses, to successfully complete remaining 15-months of a 4-year, \$80M, High School Building Program for the Belleville Township District 201, Belleville, IL.

Senior Supervising Construction Engineer, P13

Representing the Atlanta-based Project Controls Division, performed "**immediate / short-term**" Construction Engineering Management "support services" in costing, scheduling, claims analysis, software controls, client reporting, QC/QA and other specialized tasks on company-wide "start-ups" and "in-progress" Building and Civil Infrastructure Programs globally.

Prior Relevant Experience

HEERY INTERNATIONAL, INC., Atlanta, GA

MCDEVITT, STREET CONSTRUCTION COMPANY, Atlanta, GA

DUGAN & MEYERS CONSTRUCTION COMPANY, Boston, MA

Education

Master of Science (MS), Civil Engineering, Georgia Institute of Technology, Atlanta, GA

Bachelor of Science (BS), Civil Engineering, Northeastern University, Boston, MA

Professional Registrations and Certifications

EIT, Georgia No. 19173

GSWCC, Level 1A Certification, Georgia No. 65692

OSHA, 30-Hour Certification

Certified Instructor, AGC Supervisory Training Program

Academic Appointments & Engagements

Staff Instructor, Associated General Contractors, GA

Adjunct Lecturer, Georgia Institute of Technology, Kennesaw State University, GA

Past Interim Program Director, Gwinnett Technical College, Lawrenceville, GA

Past Adjunct Faculty, Gwinnett Technical College, Lawrenceville, GA

Past Vice Chairman, Program Advisory Board, Gwinnett Technical College, Lawrenceville, GA

Professional Associations

Member, Associated General Contractors (AGC)

Member, Past SAC Board of Directors, Construction Managers Association of America (CMAA)

A.M.ASCE, American Society of Civil Engineers (ASCE)

A.M.ASCE, American Society of Civil Engineers - Construction Institute (ASCE - CI)