**ADAM S. ROTH**

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**STRATEGIC LEADERSHIP | GLOBAL PHYSICAL PLANT EXPERIENCE | BUSINESS DEVELOPMENT**

Director of Facilities, Engineering, Business Development, and Army Veteran leveraging 15+ years of proven experience in executing large-scale, complex operations across dynamic environments. Adept at leading teams of 130+ while ensuring organizational improvements including Key Performance Indicators, profitability, and growth. Developing and delivering sustainable solutions to unique challenges in diverse environments including healthcare, military, and academia. Proven ability to collaborate/communicate with senior-level management and stakeholders while meeting goals (in both a sales and project lead capacity), objectives and deadlines. Possess a comprehensive background in facilities engineering, strategic planning, resource allocation, program management, business development, public speaking, and change management. Managed budgets, assets and programs valued at $3.2B while managing risk, safety and quality assurance. Career supported by a Master of Strategic Studies, a Master of Science in Mechanical Engineering, bilingual abilities in German, and CAPS certification.

* Engineering Plant
* Sustainability
* Business Development
* Program | Project Management
* Healthcare | Academia
* Construction Management
* Resource | Budget Maximization
* Building Automation Systems
* Published Author, Public Speaker

**KEY HIGHLIGHTS**

* **Strategic Sales/Business Development |** Starting a desk from zero and bringing in new Clients while continuing to develop and broaden existing relationships along numerous business lines and doubling company revenue
* **Facilities Management** | Leading teams, and teams of teams, sustainably creating safe spaces for working, learning, living and healing, by integrating facilities into overall operations, generating buy-in, and ownership with stakeholders
* **Operations Management** | Ensured budget, schedule, scope and training requirements were met while providing cross-functional peer leadership for execution of organizational goals and objectives.
* **Organizational Effectiveness** | Excelled at identifying organizational needs and presenting enterprise-wide solutions that secure buy-in from senior leadership and key stakeholders.

**PROFESSIONAL EXPERIENCE**

**Veterans Range Solutions | Fredericksburg, VA (Remote) 8/2021-Present**

**Business Development Executive**

Established new facilities practice within an existing business model supporting range-based construction/Sustainable Range Program as primary contractor to UNICOR (DOJ) Range and Training Program. The new practice (as part of a team) bringing Operations and Maintenance, Renovation, and new construction across Army installations from Fort Bragg (Liberty) to Air Force Bases at Eglin AFB, FL. Skills applied included prospecting, engagement, Statement of Work development, and project Management.

* Doubled corporate revenue in CY2022 by establishing a facilities practice with numerous Clients building everything from a Drone Park and Pre-Engineered Metal Building structures at Fort Liberty (Bragg), to an Aquatic Training Facility at Eglin AFB, and lastly a bridge training facility at Fort Cavasos (Hood), among many other projects ranging from $10K to $10M.
* Received highest sales bonus (10%) within Business Development for bringing numerous key accounts to the practice.
* Book of business and contacts garnered over an entire military career allowed for immediate impact and closed first deal in the first month.

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**NeuroRestorative/The Mentor Network | Las Vegas, NV (Remote) 4/2020-7/2021**

**Facilities Director**

Managing a portfolio of 518,000 SQFT west of the Mississippi River, consisting of 56 healthcare locations, across 10 states, 716 beds, dedicated to providing both in, and outpatient services for the brain-injured population, licensed by CARF, Joint Commission, and State Authorities, varying from Skilled Nursing Facility (SNF), Congregate Living Health Facility (CHLF), and day programs for pediatric, adult and geriatric populations.

* Providing leadership and team building in a regulated healthcare environment for maintenance and asset management across an entire portfolio of physical plant including buildings, HVAC/mechanical systems, therapeutic equipment, groundskeeping, and fire safety using a combination of dedicated and on-call maintenance staff, a contractor base across all disciplines, all while maintaining compliance with licensure.
* Working closely with Directors for daily operational requirements and strategic planning, and coordinating with local landlords, leading to a substantial cost savings in Capital Cost avoidance.
* Established Facilities Condition Index system, providing asset/fleet management at the strategic level, and other KPIs, becoming key components for developing a multi-million dollar capital expense budget.
* Managing numerous design/construction/renovation projects, preventive maintenance programs, and development of contractor base, while establishing costing methodology for competitive bid acceptance.
* Implementing Computerized Maintenance Management System (CMMS) on pilot basis across the entire enterprise, encompassing not only work request management/scheduling, but also vendor establishment and sourcing.
* Improving disaster resiliency with strategic power generation initiatives for facilities constantly threatened by Brown/Black Outs due to Wildfire, setting a benchmark of 100% operations under generators.
* Achieved CAPS certification

**Shippensburg University | Shippensburg, PA 2017 – 2020**

**Director of Facilities Management and Planning**

Led a multi-functional engineer and technical team responsible for planning, design, construction and maintenance of over 2.4M SQFT of facilities worth $887M, leading a staff of 130, managing an operational budget of $14M, in a unionized environment.

* Developed in-house Master Planning study, fostering inclusivity amongst disparate stakeholders, understanding long-term needs, gaining consensus, and producing a product ensuring $750K savings, and a 25-year vision into the future
* Maximized operational resources by leading the 14-state universities as the lowest energy consumer in the state system
* Spearheaded a planning and design process that creates laboratory space for the initiative “School of Engineering,” renovating two locations, and managing a combined $7M project budget and completing on a compressed timeline
* Negotiated, planned, designed and constructed a complete $5.8M renovation of a structure built in 1893, under historical protection; in order to pilot a new Welcome Center to enhance campus life, admissions, while maximizing resources
* Managed a Working Group of diverse disciplines planning for the $50M renovation of the Science Center, including development of computer modeling, design concepts, and stakeholder meetings ensuring a common level of expectation
* Initiated and developed the Building Coordinator Training by codifying business processes, developing a roadmap, and optimizing service delivery informed by feedback from 12 diverse stakeholders across a 7,000-person campus

**United States Army | Various Locations 2015 – 2017**

**Regional Engineer/Head of Operations, *Regional Support Command***

Managed a team of multi-functional engineers in a 13-state territory, over 300 facilities totaling $3.2B, a staff exceeding 150, an operational budget of $62M, providing services including Real Estate, Facilities Management/Operations, Fire Protection and Safety, Sustainability, Environmental Compliance, Energy Management/Utilities, Groundskeeping/Snow Removal

* Developed and implemented GIS-based valuation methodology for facilities that incorporated customer concerns, in a collaborative process, integrating their needs within a resource constrained environment leading to focused investment
* Selected to serve as both interim Chief of Staff and as Deputy Managing Director for the enterprise

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**Chief of Staff/Deputy Director, *US Army Corps of Engineers***  **2013 – 2015**

Selected ahead of peers to provide leadership for a world-wide engineering services and construction management organization encompassing over 33,000 employees providing engineering solutions to the Army, the Nation and internationally.

* Developed corporate business practice methodology across the enterprise, streamlining staffing processes and simplifying executive decision-making methodologies allowing for focused effort on global challenges
* Utilized expert knowledge, resourcefulness and seasoned judgement in making managerial decisions and generating action, through supervisors, solving internal operating problems and facilitating change management initiatives

**Deputy Academic Dean, *US Army Engineer School*  2011 – 2013**

Served as Thought Leader, synchronizing 80,000 engineer personnel of various disciplines and trades toward a common purpose across numerous initiatives, harnessing their power to solve challenges affecting the organization.

* Coordinated with foreign institutions, non-governmental organizations, private companies and the Department of Defense to provide students with a diverse selection of advanced academic development opportunities
* Published nationally over 15 times influencing thought at the national level about engineering contributions

**VOLUNTEER SERVICE**

**Deputy Fire Chief, Captain, Lieutenant Carlisle Fire & Rescue –** over 15 years of volunteer service in numerous locationsinvolving emergency operations/management, fire suppression/prevention, technical rescue, structural assessment, and community engagement

**EDUCATION**

**Master of Strategic Studies (M.S.S.)** | United States Army War College

**Master of Science (M.S.)** Mechanical Engineering | Boston University

**Bachelor of Science (B.S)** Industrial Engineering | Hofstra University

**NOTABLE AWARDS**

Ranger Tab | Airborne | Numerous Awards to include Legion of Merit (2nd Award) and Bronze Star Medal (2nd Award)

**TECHNICAL COMPETENCIES**

**Software:** Microsoft Office Suite 365, various CMMS software, various Recruiting software applications

**Operating Systems:** Microsoft Windows