

MALLIKA SUBRAMANIAM, LEED AP BD+C

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»Overview

Versatile & highly-driven **business developer** and **project manager**. Nine years of experience in commercial construction includes new business development of \$130 M and sales of \$10 M; managing projects totaling \$26 M from preconstruction through project execution, occupancy and close-out; cost & risk management for projects totaling \$400 M. Successfully led teams of staff, subcontractors and client vendors to achieve project goals and repeat business.

»Work Experience

Business Development

Business Development | Client Relationships | Sales Cycle Management | Proposal Development |

Developed client base in (4) identified markets, identified & nurtured new project pursuits and actively promoted firm's presence through networking **leading to new annual business of \$10 M for a new regional office**

Led the proposal development process for RFP/RFQ responses & presentations, successfully partnered with design teams on design-build pursuits and provided customer service post submission & project execution **resulting in over 50% repeat business and improved performance in subsequent submissions**

Preconstruction

Estimating | Bidding | Scheduling | Budgets | Risk Management | Purchasing
Drove all bidding processes from invitation-to-bid notifications through bid submission **resulting in over 6 project awards**

Project Management

Budgeting & Cost Control | Contract & Change Order Negotiation | Engineering | Subcontractor Management | Quality Control Management | FAR Compliance |

Managed day-to-day operations and staff on multiple, multi-phase & concurrent projects totaling \$26 M **resulting in earnings' enhancement by 10% on various projects over an annual period**

Procured subcontracts, negotiated changes, supervised engineering processes & communication, enforced quality control & safety standards and maintained accurate budgets **leading to timely mitigation of issues and preserving earnings in 100% of the projects**

»Career History

June 2012 - November 2013
Business Development Manager
Sauer Incorporated, WDC

January 2010 - June 2012
Project Manager-SPD
Turner Construction, WDC

May 2005 - January 2010
Engineer
Turner Construction, WDC

May 2004 - September 2004
Field Engineer
Branch & Associates, Blacksburg, VA

September '03 - December '03
Design Engineer
KEC International, Mumbai

July 2002 - May 2003
Field Engineer. Intern
Gammon India Ltd, Mumbai

January 2004 - May 2005
M.S. Construction Management
Virginia Tech, Blacksburg, VA

September 1999 - May 2003
B.S. Civil Engineering
University of Mumbai, Mumbai

»Education

»Skills / Affiliations

SalesForce ▪ Prolog ▪
Timberline ▪ MS Project ▪
Primavera ▪ SAP ▪ BIM ▪

Design-build ▪ Lump-sum ▪
GMP ▪ Healthcare ▪
Commercial Interiors ▪
Renovations ▪ LEED-Certified ▪ Federal & Local Government

LEED AP BD+C ▪
OSHA 30

SMPS DC ▪ USGBC

Visit www.mallikasubramaniam.com for complete profile and project experience details