
Director of Aviation

Professional with 35 years' success leading aviation and construction projects for high-growth organizations

Passionate construction professional with over 35 years' experience in project management of aviation projects (18.5 years), schools, retail, mid-rise, hospitals and commercial properties with repeated success guiding business strategy to achieve maximum operational impacts. Talent for launching programs related to training, management development, and construction development. Expert presenter and businessperson; able to forge solid relationships with strategic partners and build consensus across multiple organizational levels. Bilingual speaker of English and Spanish.

Selected Accomplishments:

- ◆ Instrumental in the **overall expansion** of Terminal 4 Fort Lauderdale-Hollywood International Airport.
- ◆ As part of the North Terminal Development Program at MIA, aided in **completing a wide range of airside airport improvements** in Concourses B, C & D as the Prime Contractor.
 - ◆ Appointed as the first Director of Aviation with teams at FLL, MIA, DAL, and OPA.
 - ◆ Assembled the **largest and most qualified** Safety Department ever.
- ◆ Successfully delivered over \$500M in Aviation Construction projects at MIA and FLL with no major safety incidents.

Highlights of Expertise

- Aviation Projects
- Hospitals & Commercial Properties
- Staff Recruitment & Training
- Full Life Cycle Project Management
- Contract Administration & Budgeting
- Business Development
- Multimillion-dollar Project Accountability
- Construction Projects
- Customer Service
- Computer Skills

Career Experience

Munilla Construction Management LLC, Miami, Florida

Spearheaded the overall management of large hub aviation construction projects, which included recruitment, hiring, mentoring, coaching, guiding, training, and supervision of a 25-member staff at FLL and 15-member staff at MIA, which produced all contract administration documents.

DIRECTOR OF AVIATION (11/2015 to Present)

Guide modernization and service-level enhancement initiatives spanning multiple facets of company operations, including staff employment and financial projections.

- Prepared monthly financial reports and forecasts.
- Acted as the primary Business Development leader for the active pursuit of Aviation Projects at MIA, FLL, and MCO (Orlando International).
- Assembled the best team of Construction Professionals for the FLL Terminal 4 project as evidenced by obtaining the highest rating by BCAD of all contractors currently working on the project.
- Maintained zero safety incidents and significantly lowered company EMR by 20 points.

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Munilla Construction Management LLC, Miami, Florida

Acted as the Trusted Advisor for a 10-month period after retiring in 2014. Utilized and implemented aviation expertise to build Aviation backlog after spending 17 years at MIA.

INDEPENDENT CONSTRUCTION CONSULTANT (12/2014 to 10/2015)

Provided instrumental guidance and support that led lucrative results for company including:

- Procurement of \$125M worth of work at FLL.
- Procurement of a \$40M Change Order and a two-year time extension for the MCC project at MIA.

Munilla Construction Management LLC, Miami, Florida

Held responsibility for the oversight of upper level managers of Human Resources (HR), Management Information Systems (MIS), Safety and Risk Management (claims too), and Quality Control (QC). Acted as the Quality Management Representative (QMR) for the ISO9001 as well as the principal Training Manager for the entire staff.

CHIEF ADMINISTRATIVE OFFICER (12/2013 to 12/2014)

- Created the most robust training program in the company history using the skills learned as an Adjunct Professor at FIU and MDC, as well as, Toastmasters International.
- Developed the best Training Program for MCM as highlighted by the most trainings and the most people trained in the 30-year history of the company.

Munilla Construction Management LLC, Miami, Florida

Managed large-scale construction projects including aviation and commercial projects.

PROJECT EXECUTIVE, SENIOR PROJECT MANAGER, PROJECT ENGINEER (7/1992 to 11/2013)

- Orchestrated and progressed through several projects, initially with M-DCPS projects, FDOT, Public Health Trust, Target, and Aviation projects.
- Delivered \$250M worth of Aviation Construction Projects at MIA over a 6-year period, safely and at a 36% profit margin.

ADDITIONAL EXPERIENCE

President (4/1985 to 6/1992) ▪ Transcontinental Developers Corporation, Miami, Florida

Engineer, Member of the Technical Staff (12/1980 to 3/1985) ▪ Gould Inc., Sunrise, Florida

Education & Credentials

University of Miami, Coral Gables, Florida

MASTER OF BUSINESS ADMINISTRATION

University of South Florida, Tampa, Florida

BACHELOR OF SCIENCE IN ELECTRICAL ENGINEERING

Licenses: State of Florida-Engineering Intern

Technical Proficiencies: Primavera Project Planner (P6), MS-Suite (Outlook, Excel, Word, Project, Visio), Timberline Accounting (G/L, A/R, A/P, Job Cost, Payroll, pVault), USACE RMS QMS, ABRA, Procure