

DAVID A. SIMEZ

AIA ASSOCIATE | NCARB | OSHA 10 | LEED GA

Washington, DC · (603) 361-4693 · dsimez@gmail.com · <https://www.linkedin.com/in/davidsimez/>

Adventurous, creative, and motivated problem-solving real estate professional with **14** years of dedicated experience leading and coordinating teams in the real estate development, construction, and facilities operations environments. Constantly challenging what's possible with aggressive development schedules; Successfully renovated 650 hotel rooms in 90 days, opened 6 new grocery stores in 1 year during a Pandemic.

CORE COMPETENCIES

- Development Strategy & Customer Engagement
 - Tenant Negotiations & Facilities Management
 - Commercial Operations & Brand Standard Management
 - Risk Management & Assessment
 - Schematic Design & Drawing Reviews
 - Project Management & Efficiency Implementation
 - Utility, Environmental & Building Permits
 - Due Diligence & Entitlement Process
 - Rezoning & Site Plan Approvals
 - Project Budgeting & Reporting
-

PROFESSIONAL EXPERIENCE

REGIONAL MANAGER | CONSTRUCTION & R. E. DEVELOPMENT

Current, since 2017

Lidl US - Grocery Retail

Arlington, VA

- Opened nearly 20 new stores in 4 different states and a dozen different counties.
- Managed a large team of consultants on every project, GC's, Engineers, Utility Expeditors, Attorney's, 3rd Party Testing agents
- Responsible for Cost reporting and budget development/ tracking
- Lead processes for RFPS, bids, negotiations, and execution of contracts.
- Represented Lidl at public zoning hearings, meeting with local government entities, architectural review boards, and the public/future customers
- Increased workflow productivity by aiding with onboarding and training of new employees,
- Participated in cross-departmental training to strengthen career growth opportunities.

VICE PRESIDENT | OPERATIONS

Full Time - 1 year

Catawba Corporation

North America - East Cost

- Optimized commercial operations for multi-unit restaurant operations
- Spearhead a national account cost saving initiative and implemented energy saving renovations
- Implemented strategies that contributed to more effective facility operating models, maximizing investments in real estate footprint.
- Compiled market data, forecasted budget, and provided analysis to support priorities and decision making.
- Managed all commercial real estate activities; strategic planning, vendor management, purchasing, site selection, financial analysis, transaction negotiations, and workplace services.
- Oversaw a small fleet of leased personal and commercial vehicles ensuring proper maintenance protocols were followed.
- Rolled out CMMS platform called eMaint, replacing outdated spreadsheets and filing process

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PRESIDENT | RESIDENTIAL DEVELOPMENT & CONSTRUCTION

Part Time 2013 - Present

C'est La Vie Property

Washington, DC

- Founded residential development and construction company that specialized in TOPA acquisition, FHA, and HUD deals.
- Achieved successful purchases and sales of multiple properties worth as much as **\$1.8M**, such as condominiums, SFH, and multifamily residential properties. Generated growth, quality, and innovative collaboration during each construction project.
- Increased revenue by **350%** by transitioning multifamily rentals from existing TOPA tenants to Airbnb and corporate rentals.
- Enthusiastic about creating unique and creative residential units that challenge the traditional ideology of a home

SENIOR MANAGER | REAL ESTATE & CONSTRUCTION

Full Time 2012 - 2015

Digney York Associates, LLC.

USA, and PR

- Delivered hospitality real estate, operations, and construction services
- Assisted clients such as Marriott, Host Hotels, JLL, RLJ, Choice, and Diamond Rock to maximize RevPAR
- Won **\$30k** to **\$50M** RFPs by directing formulation and negotiation process for design, engineering, and construction firms.
- Provided in-depth analysis of purchase agreements, underwriting, and capital needs assessments to assist clients in securing financing to purchase or renovate hotels. Additionally, assisted in choosing profitable properties.
- Reduced costs for clients by **20%** by expediting project renovations and orchestrating full lifecycle of each deal. Supported clients to increase revenue per available room by **300%+** through assisting with renovation design and planning.
- Led negotiations on purchase agreements while overseeing transaction timelines, such as brand waivers. Produced accurate budgets for property improvements and conversion plans/brand waivers agreements

ADDITIONAL EXPERIENCE

PROJECT MANAGER, *Gallaudet University, 2009 – 2011, full time while in Grad School*

ASSOCIATE PROJECT MANAGER, *Massachusetts Institute of Technology, 2007- 2009, full time for 1 year after undergrad*

EDUCATION

MBA, MASTER OF SCIENCE, *Business Administration*
The Busch School of Business, Catholic University

Washington, DC

MASTER OF ARCHITECTURE, *Commercial Real Estate Development*
The Catholic University – Thesis, Active Adult Retirement Community based around a University

Washington, DC

BACHELOR OF SCIENCE, *Architecture*
The Catholic University

Washington, DC

FUN FACTS

GLOBAL ARCHITECTURE BRIGADES – VOLUNTEER & DONOR

2008 – Present

- Designed and built Schools and Hospitality Eco Cabins in the remote Panama Mountains and Honduras

DC HABITAT FOR HUMMANITY

2017 – Present

- Volunteered regularly both individually and with corporate sponsorships

PERSONAL PASSIONS – Playing Ice Hockey, restoring old cars, back country skiing, golf, kayaking