



MICHAEL K. PIERSON

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SENIOR PROJECT MANAGER/OWNER'S REP

Orchestrating Your Project from Concept to Completion

PROFESSIONAL OBJECTIVE

Seeking a contract or W-2 senior-level position overseeing high-level investment projects. Special expertise in high-end residential, commercial buildings, vacation rentals, hotels, and historical building renovations. Open to other industries/sectors because my exceptional project management skills are transferrable.

PROFESSIONAL SUMMARY

More than 20 years of experience overseeing and managing multiple new partnerships and projects, consistently generating 15-30% annual returns to investors. Skilled at determining ROI/profit margins for private investors involved in high-end real estate ventures. Keen ability to identify, analyze, and calculate inherent financial risk exposures.

- **Leadership** – Demonstrated capacity to assemble, mobilize and inspire cross-functional project teams in the design, deployment and implementation of complex real estate transactions with full Profit & Loss responsibility.
- **Marketing** – Extensive experience in developing clients for new business ventures via personal contacts and networking.
- **Innovation** – Creative entrepreneur specializing in strategic plans to drive company growth and profitability. A proven expert in streamlining and overseeing operations

TARGET MARKETS

◊ Private Investment Groups ◊ Venture Capital Firms ◊ Developers with Troubled Construction Projects ◊ Commercial Real Estate Companies ◊ Hotel and Resort Owners ◊ Historical Restoration Companies ◊ High-Net-Worth Investors ◊ Investors Seeking a Turnaround Expert

PREVIOUS COMPANIES/TITLES

Michael Pierson Company, Inc. Rancho Santa Fe, CA – <i>CEO/Principal</i>	<i>2003 to Present</i>
Abberdon Development Group , Maui, Hawaii, and sTelluride and Aspen, CO <i>President/General Partner</i>	<i>1986 to 2003</i>
West Group, Inc. Los Angeles, CA – <i>Vice President of Design and Construction</i>	<i>1982 to 1985</i>

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CAREER MILESTONES

- Oversaw and grew multiple new companies and divisions, consistently generating 15-30% annual return to investors.
- Designed and supervised building of a luxury Maui home sold for a record \$7.3M; this was a \$5M increase from previous top-dollar sale.
- Build and sold the most expensive speculative house in the U.S.*– the first in Aspen, CO history to achieve a sales price of \$1,000/square foot.
- Designed and supervised building of a Maui property that sold at an impressive price of \$9M (\$2,250/square foot).
- Through exceptional client service and professionalism, built a renowned brand: Michael Pierson Company, Inc. is now a highly recognized firm in the Aspen, Telluride, and Maui Markets

TRANSFERRABLE PROFESSIONAL SKILLS

- Plan, analyze and forecast new investment opportunities for clients
- Develop strategic plans to drive company growth and profitability
- Streamline and oversee operations for start-up companies
- Oversee finance and operations to ensure quality, service, and cost-effective management of resources
- Evaluate proposals from consultants, contractors, and vendors
- Negotiate permits and variances with city and county officials
- Review details of project planning, cost estimating, and marketing with contractor, subcontractors, and consultants
- Negotiate contracts and change orders
- Manage approved cash flow spending plans, including identifying and forecasting exposures as well as anticipated savings in close partnership with Finance team
- Continuously manage workload among teams



*According to Sotheby

“Michael is successful because of his attention to detail and his eye for quality. He's better than anyone I've ever seen.”

*Jim Hardy
James Hardy Architect, LLC, Telluride, CO*

“Michael has impeccable taste and a good sense. He brings a lot to any project. You can trust him.”

*Jerry Goodman
Ketzell & Goodman*

MORE TESTIMONIALS AND REFERENCES AVAILABLE UPON REQUEST