

STEVE NELSON

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EXECUTIVE SUMMARY

A results-driven senior leader with a distinguished career in steering high-stakes, multi-million-dollar projects from concept to completion. Expert in translating complex strategic goals into executable plans, managing budgets exceeding \$300M, and leading cross-functional teams to deliver exceptional results under aggressive timelines. Proven ability to drive growth, manage complex stakeholder relationships, and ensure operational excellence. Seeking to leverage extensive experience in large-scale project delivery and strategic oversight to excel in a senior leadership, growth, or marketing operations role.

CORE COMPETENCIES

- **Strategic Leadership & Execution:** Translating vision into actionable strategy and tangible outcomes.
 - **P&L and Budget Management:** Fiscal oversight for projects valued from \$20M to over \$300M.
 - **Growth & Expansion Strategy:** Leading multi-site and new market development initiatives.
 - **Cross-Functional Team Leadership:** Building and directing high-performing, multi-disciplinary teams.
 - **Contract Negotiation & Vendor Management:** Managing complex contracts and partnerships.
 - **Stakeholder & Agency Relations:** Aligning diverse stakeholders, from C-suite executives to public agencies.
 - **Operational Excellence:** Driving efficiency, quality control, and process optimization.
 - **Risk Management & Mitigation:** Proactively identifying and resolving critical-path challenges.
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PROFESSIONAL EXPERIENCE

Cushman & Wakefield | Phoenix, AZ *Senior Project Manager* | Nov 2020 – Present

Delivered strategic project leadership for a portfolio of high-profile corporate and commercial clients, ensuring projects aligned with brand objectives and financial targets.

- **Multi-Market Growth:** Directed the end-to-end development and launch of over 15 new commercial locations for Whataburger, a major national brand, driving a key regional expansion initiative.
- **Strategic Client Representation:** Acted as the Owner's Representative for Clarion Partners on a new 500,000 sq. ft. industrial site, aligning project execution with long-term asset strategy.
- **High-Stakes Problem Solving:** Led a critical stabilization project for an existing Amazon facility, mitigating significant operational and financial risk.

Epic Asset Management | Seattle, WA *Vice President of Development* | Oct 2019 – Aug 2020

Provided executive oversight for the firm's development pipeline, with full accountability for design, preconstruction, and city/federal agency approvals.

- **Executive Leadership:** Directed all facets of a \$40M mixed-use development, including 130 multifamily units, retail, and amenities, shaping the project's market positioning and financial structure.
- **High-Value Asset Management:** Oversaw the development of a private residential project valued at over \$20M, managing all stakeholder interests and ensuring delivery of a premium product.

DayCPM | Bellevue, WA *Director / Senior Project Manager* | Aug 2017 – Jan 2019

Retained as an owner's representative to provide strategic direction and oversight on large-scale, high-visibility community and cultural projects.

- **Strategic Repositioning:** Led the complete redesign and pre-construction phase for the \$205M, 325,000 sq. ft. Tateuchi Center, a landmark performing arts venue, navigating complex budget constraints and stakeholder expectations.
- **Public & Private Sector Leadership:** Served as the primary liaison for the client, presenting project updates to the Board of Directors and leading public meetings to secure community and governmental buy-in.

Equity Residential (REIT) | San Francisco, CA *Senior Construction Manager* | 2013 – Aug 2017

Managed a portfolio of large-scale, high-density urban development projects for the nation's largest multifamily REIT, consistently delivering projects on time and within budget.

- **Portfolio Management:** Simultaneously directed multiple large-scale development projects with a combined value of nearly \$1B, including high-rise and podium

constructions with 170 to 450+ units each.

- **Full Lifecycle Oversight:** Led projects from design development through to construction, close-out, and stabilization, ensuring operational readiness and successful market launch for ground-floor retail tenants.
- **Financial & Operational Control:** Established and managed final construction budgets, schedules, and GMP contracts, delivering projects like the \$305M 855 Brannan and the \$170M 340 Fremont.

Keller CMS | Seattle, WA *Project Director* | 2005 – 2013

Directed the development and execution of a diverse portfolio of major urban projects, including luxury high-rise residential towers and complex master-planned communities.

- **Market-Defining Projects:** Led the successful delivery of several landmark Seattle high-rises, including the \$175M Premier on Pine (40 stories) and the \$115M Aspira (37 stories), from initial concept through to market launch.
 - **Complex Urban Development:** Managed the \$200M Town Square Master Plan in Burien, WA, a multi-faceted project involving a new City Hall, library, park, and private mixed-use development, demonstrating expert coordination across public and private sectors.
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EDUCATION

Bachelor of Science in Architecture University of Nebraska