

DARRELL P. STALLINGS

Atlanta, GA
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EXECUTIVE LEADER IN CONSTRUCTION SERVICES

High-impact and versatile executive with effective communication skills. Keen ability to lead teams of senior managers to meet company profit & loss, client satisfaction, and risk management goals using key performance indicators. Accomplished in executive oversight and management of multiple strategic business groups. Ability to leverage involvement in business and community service organizations for enhanced company image and business success.

CAREER CAPABILITIES

Leadership of Strategic Business Units: Ability to meet revenue, profitability, team execution, client satisfaction, and risk management in the construction industry. Strategic focus on sales, profitability, execution, client satisfaction, cash flow, and safety. Experienced in company business plans, staff resource allocation, business development strategies, proposal writing, earned revenue projections, cash flow projections, Owner negotiations, staff assignments and evaluations, and delivery of construction services. Keen ability to use financial data and ratio to evaluate project and company progress relative to established goals.

Team Building & Development: Build and motivate high performing teams, lead problem solving and claims management; facilitate training for project managers, superintendents, project engineers, and office engineers

Business Development & Client Satisfaction: Ability to establish metrics that lead to successful business acquisition and sustained client relationships that lead to repeat work.

PROFESSIONAL EXPERIENCE

**(Current) Managing Principal/Executive Team Leader, BuildSmart Enterprises,
Co-Chairman, BuildSmart/Tebarco JV, BuildSmart/Gray Contracting JV (2013-Present)**

Co-chairman and Managing Principal in-charge of all business development, program management, design-build, and construction management operations. Leads teams in all aspects of services to clients from pre-construction, construction, and commissioning stages, responsible for business development, client relations and staffing for the group. Generated over \$10 million in revenue over a 3-year period for this start-up company.

- a) Construction Management At-Risk for renovations to The Anchor School; December 2025 to present
- b) Design-Build services for renovations to the City of Brookhaven Police Real-Time Operations Center; January 2026 to present
- c) Project Management services as Owner Representative for renovations to Cascade United Methodist Church "Reimagine 3144 Project": January-December 2023

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- d) Brief consulting and employment at Winter Construction, December 2020- April 2022; provided preconstruction project management services.
 - e) Design/Build services for Brighten Academy Atrium Renovation (Charter School) August 2023- June 2024
 - f) Project Management services as Owner Representative for renovations to Central United Methodist Church “Fellowship Hall & West Wing Renovation Project,” “Parsonage Building Re-roofing Project, “Parking Lot Modifications;” January 2024 - March 2026
 - g) Design/Build services for renovation of the East Point & Fairburn Library projects for Fulton County January 2019- October 2020
 - h) Renovation of the Fulton County Tax Commissioner’s Office 2017-2018
 - i) Managed multiple renovations for DeKalb County Board of Education 2015 - 2017
 - a. Dunaire Elementary School
 - b. Hawthorne Elementary School
 - c. Briarlake Elementary School
 - d. Briar Vista Elementary School

(Former) Division Vice President, H.J. Russell & Company, Atlanta GA, March 1991-August 2013

Executive In-Charge of the strategic business unit for k-12, higher education, public and public/private venture construction projects. Led teams and managed all aspects of services during the pre-construction and construction stages, responsible for business development, revenue generation, profitability, client relations and staffing for the group. Generated over \$400 million in revenue and \$12 million in net profit as Division Vice President.

K-12 Educational Facilities, 1998-2013, Specific projects include:

- a) Atlanta Independent School District, 1998 – 2013: Projects included Tull Waters Elementary School Renovations, Beecher Hills Elementary School Renovations, Parkside Elementary School (new construction), Martin Luther King Jr. Middle School Renovations, Young Middle School Renovations, Dunbar Elementary School Renovations, Douglas High School .
- b) DeKalb County School District, 2001-2013: Projects included Stephenson Elementary Sixth Grade Academy Annex, Multipurpose Buildings-Group 6, Lithonia Middle School Conversion (from High School to Middle School), Southwest DeKalb High School Phase I (Renovations & Classroom Additions, Stone Mountain Middle School, Southwest DeKalb High School Phase II (Gym Addition).
- c) Fulton County School District, 2007-2009: Langston Hughes High School (New Construction)

Higher Education Facilities. 2002-2011, Specific projects include:

- a) University of Virginia – Lee Street Medical Center Addition & Cancer Center
- b) Student Housing Development/Design/Build Projects: Projects included Fort Valley State University Student Housing Projects (Phases I, II, & III); Georgia Southwestern State University Student Housing Project (The Magnolia Phase 2)
- c) Fort Valley State University Academic & Laboratory Building
- d) Georgia Perimeter College Student Success Center

Special Purpose Facilities, 1991- 2013 Specific projects include:

- a) National Center for Civil and Human Rights; Atlanta, GA.
- b) Birmingham Civil Rights Institute (64,000 SF); Birmingham, AL
- c) C.J. Dunn Residential Tower At Alabama State University.
- d) Cosby Academic Center At Spelman College

(Former) Manager, Gilbane Building Company, Texas Region, 1984-1991

- a) Tri-Party Transportation & Improvements Project: 71-block infrastructure improvements in downtown San Antonio, TX. Key staff member responsible for oversight of the General Contractor and protection of the Owner's interest on the project. \$40 million project value.
 - b) George R. Brown Convention Center: Two-level, 1.2 million s.f. multi-purpose convention center in Houston, TX. Key staff member responsible for oversight of the General Contractor and protection of the Owner's interest on the project. \$125 million project value.
 - c) Frito-Lay World Headquarters: Four-story, 500,000 s.f. office and support facility in Lewisville, TX. \$64 million project value.
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EDUCATION, CERTIFICATION & AFFILIATIONS

Master of Business Administration (Kennesaw State University)

Bachelor of Building Construction (University of Florida)

Licensed General Contractor in Georgia, South Carolina

Designated Design-Build Professional (DBIA)

LEED Accredited Professional

Occupational Safety and Health Administration (OHSA) 30 Certification

Former President, Kappa Alpha Psi Fraternity, Alpharetta/Smyrna Alumni Chapter, 2003-2005

Former Member and Chairman, Trustee Board, Cascade United Methodist Church, 2021-2025