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Professional

Objective: To assist an organization in its efforts to create and maintain a consistent sales and marketing strategy.

Work

Experience: *Business Development Manager, Stoltz & Company* (October 2006 to Present)
San Antonio, Texas

- ♦ Develop and maintain a cohesive network of business relationships with **executive decision makers** (Owners, CEOs, CFOs)
- ♦ **Generate new revenue** opportunities through consistent “cold calling” efforts, business articles, associational presentations, and/or referrals
- ♦ Work closely with **executive team** on sales and marketing strategies and program implementation
- ♦ Effectively communicate the firm’s capabilities and “**captive program**” to potential clients

Division Controller, Pulte Homes (April 2006 to October 2006)
San Antonio, Texas

- ♦ Financial management of the **\$300M** yearly operating budget of a **1500 unit a year** builder
- ♦ Oversight of the finance, accounting, **budget/forecast (multi-year)** and cash flow functions
- ♦ Governance of divisional **financial controls** per corporate policy and the review thereof
- ♦ Work closely with operations team and **regional managers** on the divisions operations and financial results
- ♦ Provide managerial direction and guidance for a staff of **15+**

VP of Finance, Morrison Homes (May 2005 to April 2006)
Las Colinas, Texas

- ♦ Financial management of the **\$65M** yearly operating budget
- ♦ Initial implementation of **financial controls** per corporate policy and the review thereof
- ♦ Oversight of the finance, accounting, **budget/forecast (multi-year)** and cash flow functions
- ♦ Key member of the divisional restructuring (**turn around**) team relating to all facets of the operations (i.e. sales, purchasing, finance, and construction)
- ♦ Worked closely with division president, **regional VP**, and corporate controller on the divisions operations and financial results

CFO, R.E.R. Custom Homes & Remodeling, Inc. (July 1999 to May 2005)
San Antonio, Texas

- ♦ **Management** and supervision of multiple construction projects and various employees/subcontractors
- ♦ Involved in the financial planning, **bid requests**, contract negotiations and project scheduling of the corporation as it relates to the pursuit of high growth opportunities in San Antonio
- ♦ Generation of monthly, quarterly and yearly **operating reports** for use by management
- ♦ Responsible for all aspects of developing and maintaining the corporate **accounting infrastructure**
- ♦ Evaluation of real estate related **investment** opportunities as they become available

Forecast & Budget Accountant, Valero Energy Corporation (March 1998 to July 1999)

Education:

- ♦ Bachelor of Business Administration degree, Howard Payne University; Brownwood, Texas (12/93)
- ♦ Texas **commercial insurance license** obtained (06/07).
- ♦ **Texas real estate license** obtained (08/01).
- ♦ Accounting major
- ♦ Bilingual (**Spanish**)