

# Sterling Paul Shand

## BUSINESS DEV-SALES-OPERATIONS

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## SENIOR EXECUTIVE PROFILE

Founded, owned, and managed an international natural stone construction company. Built a start-up enterprise, using personal capital that generated \$4.5M in sales revenue during its fourth year of operation. Innovative, decisive, persistent, customer focused, and result-oriented construction executive that is consistently focused on maximizing bottom-line results. Dynamic corporate leadership: Accustomed to all facets of Construction.

### Areas of Expertise:

- Bid, sold and completed over 400 commercial projects throughout America
- Institutional, Governmental, Sports Venues, Banks, High-Rises, Churches, Airports, etc.
- Negotiate complex construction contracts
- Strong business development and interpersonal skills – High Motivator
- Leadership role in managing and directing client savings and satisfaction
- Robust resolve in adversity and realism to solve complicated issues - Expeditor
- Technologically advanced and will embrace any and all methods for best business practices
- Concise networking and client communications
- Well-versed in business/technical softwares and social media – continually updating skill levels
- Strategically managed over 75 employees throughout the USA and internationally
- Far-reaching travel in International Business experience
- Financial and Administrative proficiency

### **President/CEO - SPS STONE GROUP; THE CLASSIC MARBLE COMPANY** 1988 - Present

- Estimate, design and purchase stone components worldwide and install on buildings
- Extensive international trade experience in many foreign countries, i.e., China, India & Brazil
- Provide and convert detailed shop drawings to metric for Foreign Suppliers
- Provide project mockups and ordered custom stone units
- Oversee stone block selection and acquisition in various currencies
- Develop fabrication production and vet foreign Inspectors to monitor production of finished stone products all the way thru packing and crating
- Arrange trans-continental shipments of goods from many countries via air, ship, truck and rail modes to USA
- Interact and navigate the rapidly changing import conditions of Homeland Security and US Customs importing/exporting environments
- Execute Letters of Credit with advantageous terms and payment cycles with foreign suppliers

### **Project Manager - CMA CONSULTING** 1982-1988

- Collaborate with Fireman's Fund (bonding company) to complete and repair the forty-five story granite-clad BP Building
- Manage and support the legal team in defense of a \$50M lawsuit prosecuted by the Building Owner and Construction Manager
- Supervise over forty employees repairing the façade

### Education:

University of Akron - Degree in Computer Science and Case Western Reserve University Strategic Planning