

JOHNNY WESTFIELD

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United States Citizen

Veterans Preference: 5 Points

PROFESSIONAL PROFILE

Tireless, analytical, expert professional with contract, real estate, and appraising experience. Constantly seeking ways to improve processes and optimize efficiencies. Take charge of initiatives with minimal guidance and complete all assignments ahead of schedule while exceeding expectations. Continually seeking new opportunities to broaden skills and knowledge while devoting maximum effort to all assigned tasks. Deconstruct complex activities into simpler, more manageable components. Able to perceive the larger picture while recommending and helping implement departmental or procedural alignments to reduce labor/time while ensuring accuracy. B.S., Business/Finance.

- **Certifications/Licenses:** Licensed Residential Real Estate Appraiser, Massachusetts since 2002
- **Computer skills:** Microsoft Office (Excel, PowerPoint, Outlook, Word)

PROFESSIONAL EXPERIENCE

REALTY TECHNICIAN

1/2009 – Present

CACI, Inc., Boston, MA (**Contracted to the General Services Administration**)

Salary: \$40,000

Supervisor: Zia Warhol, 617-888-0001; may contact

40 hours/week

CONTRACT MANAGEMENT: Administer realty contracts with a broad and diverse range of government agencies to perform contract management, close outs, and terminations, including: Social Security Administration, U.S. Customs and Border Protection, Agricultural Marketing Services, Animal and Plant Health Inspection Service, Internal Revenue Service, Bureau of Indian Affairs, and Fish and Wildlife Service.

- **CONTRACT ADMINISTRATION:** Support 15 contracting officers, 30 project managers, and over 300 projects. Manage paperwork, organize files, and provide general support while performing daily responsibilities. Knowledge of contractor and vendor performance parameters, and the need for clear, concise performance based statements and measurements.
- **CONTRACT CLOSE OUTS:** Process 7-10 contract close outs per month. Perform notification procedures to building service centers over the phone and in writing. Partner with contract officer. Correct documents as necessary. Create new agreements. Quality check documents to bill out correctly. Ensure that all paperwork, terms, steps, and procedures are in order so that contract is completed with absolute accuracy and integrity.
- **PREPARE DOCUMENTS:** Prepare new lease files and serve as the control point for new project requirements. Prepare award letters to contracting officer, Lessor, agency, and Federal Protective Service.
- **CONTRACT AWARDS:** Maintain electronic copies of request-for-space documents and prepare lease file folders for project managers. Perform quality control of lease documents at award phase to enable the kick-off of lease billing and rents.
- **CONTRACT TERMINATIONS:** Process 5-6 contract terminations per month. Analyze contracts. Create termination documents to send out. Notify Lessor. Send out letters with 60, 90, and 120-day notices. Create changes to lease contracts and send out contract modifications. Cancel billing to avoid incorrect charges.
- **ANALYZE FACTS AND CONDITIONS:** Prepare and analyze contract data from procurement systems to create and maintain contract termination list. Serve as subject matter expert with respect to close outs and terminations. Identify positive or negative implications of contractual agreements and communicate findings to contract officers.

Key Accomplishments:

- Created new procedures that reduced contract processing time and enabled the swift identification of key documents among thousands to be reviewed. Drafted checklists to aid in the review process.
- Slashed processing time of close out procedures from months to hours. Suggested and helped implement personnel realignment so that key individuals now communicate critical steps, information, and updates. Devised inspection criteria to reduce processing time; errors are now spotted in minutes, and missing information is easy to procure.
- Reduced Lessor billing time for contracts from months to days by suggesting and helping implement better inter-departmental relationship alignments. Produced error-free contracts resulting in work being conducted up front, during process, instead of after. Created simultaneous processing procedures to speed up the schedule.

REAL ESTATE APPRAISER

1/2005 – 1/2009

Appraisal Group Inc., Waltham, MA

Salary: \$65,000

Supervisor: Self/Company owner, 617-888-0002

40 hours/week

SUMMARY: Served as Licensed residential real estate appraiser for numerous major banks and mortgage brokers. Appraised 20 homes per month while performing calculations, conducting research, writing reports, assembling information, and rendering conclusions.

- **Managed all financial operations of a successful appraisal company, including: accounts receivable, accounts payable, bookkeeping, and inflow.**
- **ANALYSIS AND RESEARCH:** Conducted field investigations of real estate properties to assign dollar value for home sales purposes. Performed in-person, empirical analysis of building type, improvements, construction quality, condition, and depreciation factors. Researched legal records for title and property information. Procured comparable property records for comparisons and the determination of accurate assessment value.
- **FINANCIAL ANALYSIS:** Created appraisal reports with values, measurements, and statistics. Generated calculations based numerous factors, including income records, operating costs, replacement estimates, building valuations, and cost estimators.

REAL PROPERTY APPRAISER

1/2003 – 1/2005

County Assessor, Cambridge, MA

Salary: \$36,000

Supervisor: Randolph Roberts, 617-888-0003; may contact

40 hours/week

INFORMATION COLLECTION: Collected market data, statistics, photographs, records, financials, comparables, and other information for each home being appraised. Conducted telephone interviews to verify information. Strategically amassed data, then processed and distilled into workable points and formulas to arrive at final valuations.

REPORT CREATION: Created final appraisal reports in which researched and processed data was entered for home sales purposes. Incorporated financials, comparisons, photos, and records. Composed summaries.

WRITING: Displayed excellent writing skills and ability to convey complex concepts and processes in easy-to-understand terms. Knowledge of grammar, spelling, capitalization, and punctuation. Composed straightforward letters and memoranda.

Key Accomplishments:

- Successfully negotiated with several communities to release prior sales history to the county, which enabled me to properly classify the homes and land to arrive at an equitable value for the homeowner and the county.
- Reclassified 7,000 properties so they could be appraised in the same manner as the state-appraised properties adjacent to them.

PROJECT MANAGER

Sunset Homes, Cambridge, MA

Supervisor: Courtney Taylor, 617-888-0005; may contact

6/1999 – 1/2003

Salary: \$60,000

50 hours/week

SUMMARY: Oversaw construction activities related to architects, engineers, trade workers to ensure adherence to deadlines and funding parameters. Kept projects on task, on time, within budget, according to contract specifications. Integrated project management knowledge with leadership, interpersonal, financial, and communications skills.

- **ACQUISITION:** Created advertisements for bids, then reviewed and selected the bid most suitable to the timeframe and budget. Researched the price of materials, labor cost, and overhead expenses to analyze the bids received. Assessed whether contractors were adhering to contract parameters, laws, and regulations
- **PROCUREMENT AND CONTRACT MANAGEMENT:** Prepared purchase agreements, contracts, and leases to acquire the most cost-effective services and terms. Compared prices, discounts, delivery dates, and handling charges. Negotiated prices and services. Managed contracts and activities related to electrical, plumbing, HVAC, excavation, and masonry work.
- **BUSINESS MANAGEMENT AND BUDGET:** Coordinated integral business components pertaining to purchasing, estimating, contracts, construction, and architecture.
- **INTERPRET REGULATIONS AND TECHNICAL MATERIAL:** Reviewed legal documentation to ensure that projects complied with state, government, and local building codes. Identified staffing requirements based on technical materials and documentation.
- **COMMUNICATION:** Disseminated information by using telephone, mail services, websites, and e-mail. Communicated daily with wide range of individuals. Expressed ideas confidently in results-oriented manner. Actively listened to comprehend and respond to unspoken needs. Provided constant status updates to supervisor and co-workers.
- **INTERPERSONAL SKILLS:** Applied goals-oriented focus to all tasks and interactions to build and extend excellent relationships. Promoted positive interactions by adopting helpful, can-do attitude. Communicated with clients to determine needs and maintain complete and accurate records and files.

EDUCATION**Bachelor of Science**, Business; Minor in Finance, Boston College, Boston, MA USA - 5/1999

GPA: 3.5 out of 4.0

PERFORMANCE AWARDS

- Rated 5 (Outstanding) out of 5, Midyear Performance Review, General Service Administration, 5/2010
- Rated 4 (Highly Successful) out of 5, Yearly Performance Review, General Service Administration, 10/2009

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