

MARK SKENDER

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420 W. Grand Avenue, #5J

Chicago, IL

CHIEF EXECUTIVE OFFICER

Successful entrepreneur and executive experienced at growing a company from \$800k / year into an innovative, industry-leading brand at \$420m / year. Excels at developing aligned, motivated, and accountable leadership teams in transforming organizations. A leading modular construction and industry expert with deep knowledge of the multi-unit housing market.

EXPERIENCE

SKENDER Chicago, IL

1990 – 2020

Founded in 1955, Skender is a leading Chicago-based general contractor focused on multi-family, corporate interiors, healthcare, and commercial markets. Committed to advancing the industry through people, innovation, and lean construction, Skender is an industry leader in performance, employee engagement, and client satisfaction.

Chief Executive Officer

2014 – 2020

Assumed CEO role with overall profit and loss responsibility for strategy, finance, operations, human resources, marketing, and sales. Led vertical integration strategy of construction, design, engineering, and manufacturing to capture market opportunities that would deepen customer relationships, while reducing costs and differentiating services. Accomplishments include:

- Created an industry disruptive vision of vertically integrating design, engineering, manufacturing, and construction resulting in generating a pipeline of 30+ projects totalling \$300m with \$85m in committed integrated projects.
- Established a company culture consistently recognized as one of the top “best places to work” for mid-sized companies, with world-class engagement scores of 94 out of 100 by the Gallup Organization.
- Negotiated a first-of-its-kind manufacturing labor agreement with the Chicagoland Carpenters Union resulting in potential savings of \$27m during the initial 3-year agreement and \$12m per year with factory at full production.
- Continued integrating and deepening of the industry-leading lean practices throughout the organization resulting in further improvement of project speed, quality, safety, net promoter score, and profit.
- Designed, engineered, and produced first-of-its-kind modular buildings in a new state-of-the-art manufacturing facility targeted to create employment opportunities in an underserved area of Chicago.

Executive Vice President

1990 – 2014

Responsible for construction operations and marketing strategy. Led growth of company from less than 10 employees to more than 200.

- Led implementation of lean manufacturing principles into construction projects which began the company transformation of process, philosophy and culture resulting in a 25% increase in the speed of project completion.
- Diversified market portfolio by entering the healthcare construction market. Starting from zero in 2010, grew healthcare market to six major Chicago clients and \$40m annual revenue.
- Drove operational efficiencies, increased profitability, and improved client relationships by changing the project delivery model from separate functions of estimator and project manager to the “holistic project manager” with expanded skillsets, specific market expertise, and full client and project responsibilities during the life of the project.

METRIC CONSTRUCTORS, INC. Charlotte, NC 1987 – 1990
National general contractor, headquartered in Charlotte, NC. Subsidiary of leading contractor, J.A. Jones.

Project Engineer / Manager Orlando, FL 1987 – 1990
From an entry-level position as Project Engineer to Project Manager, worked on several infrastructure projects in Florida.

EDUCATION / CERTIFICATIONS

MBA Kellogg School of Management, Northwestern University Evanston, IL 1998

BS Civil & Environmental Engineering University of Wisconsin Madison, WI 1986

AFFILIATIONS / AWARDS

LEAN CONSTRUCTION INSTITUTE (LCI) – CHICAGO COMMUNITY OF PRACTICE

LCI is an international, member-based organization whose mission is to transform the fragmented design and construction industry through lean thinking, tools, and technology.

Co-Founder of Chicago Community of Practice (CoP) 2012 – 2014
Recruited and organized the core leaders for a new CoP in the Chicago region. Chicago is now a leading CoP in North America based upon engagement, participation, and membership.

CHICAGOLAND ASSOCIATED GENERAL CONTRACTORS (CAGC)

CAGC serves as the unified voice of the Chicago construction industry and empowers its members through labor and government relations, ongoing education, and business relationships.

Board Chair 1999 – 2000
Board of Directors 1994 – 2000

HOSTELLING INTERNATIONAL – USA (HI-USA)

A 501(c)(3) nonprofit, member-based organization, HI-USA is the nation’s leading hostel brand, with 30 hostels nationwide.

Board Chair 2008 – 2014
Led the bold transformation of the organization from 31 disparate local 501(c)3 chapters into a single, stronger, agile, unified not-for-profit organization.

FRANCIS XAVIER WARDE SCHOOL (FXW)

Founded in 1989, FXW is an independent Catholic elementary school in downtown Chicago with 1,000 students that provide an academically excellent, values-oriented education to students of all ethnic, religious, cultural, and socio-economic backgrounds in a child-centered urban environment.

Board Chair 2014 – 2017
Positioned the school to achieve its socio-economic diversity, financial, parental engagement, fundraising, and family retention rate objectives by leading the implementation of recommendations from a leading national education consultant, including transforming the Board of Directors.

University of Wisconsin, Civil Engineering (Construction Club) – Lifetime Achievement Award 2019

PATENTS / PUBLICATIONS

McKinsey & Co., publication "Voices" September 2019 "Scaling Modular Construction"
"Pivoting to Modular Construction – an interview with Mark Skender"