

# Michael Frush

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**Objective** Leadership position in construction industry, specifically project management, sales or operations.

**Skills and Accomplishments**

- Successful manager of people, crews and contractors
- Seeks leadership opportunities
- Peak performance in high-stress, multi-tasking environment
- Building successful relationships with vendors and repeat customers
- Experienced in all phases of small business management, particularly marketing, website management, sales, purchasing, production and customer service
- High sales conversion ratio due to preparation and presentation in customer's home

**Professional experience**

**2006- December 2009 Arizona Door Company Fountain Hills, Arizona**  
**Operations Manager, Business Partner** www.azdoortrim.com  
Door and trim sales and installed sales to retail customers, home builders and contractors. Product line features exterior fiberglass and steel doors, interior moulded, hardwood and custom doors, stock and custom moulding, door hardware and builder's hardware.  
Showroom and door shop located in Fountain Hills, managed all employees: installation crews, salesperson, administrative person, door shop.

**1996-2006 Pulte Homes of Michigan Royal Oak, Michigan**  
**Area Construction Manager** www.pulte.com  
Responsible for overall performance of real estate developments in Metro-Detroit area, including construction, financial, vendors, sales and customer service; hiring contractors and suppliers, negotiating contracts, house cost budgets, overhead projections, sales pricing, gross margin projections, managing Pulte field staff, meeting closing projections, warranty, service, municipality obligations and relationships. Trained and developed Pulte staff from college interns and entry level managers through senior project managers.

Implemented and maintained corporate policies and initiatives regarding product quality and customer satisfaction. Managed over 500 closings in 2005. Started first Del Webb community in Michigan (Brownstown, 2005). College recruiting team leader for Michigan State University, 2005 and Western Michigan University, 2004.

**1993- 1996 Frush Building Company Farmington Hills, Michigan**  
Partner, homebuilding and carpentry business

**1991- 1993 Edward Rose and Sons Southfield, Michigan**  
Home and apartment construction site superintendent

**Education**

**Pulte Homes Training: 1996-2006**  
**Top Gun:** intensive leadership and executive training, 2003  
**Fundamentals of Management:** functional human resources training for non-HR managers, 2004  
**Great Lakes Leadership Conference:** operational excellence training, 2005  
**Building Sciences (energy efficiency, mold remediation, etc), Superintending, Customer Service, eBusiness:** 1996-2006  
**OSHA:** safety 10-hour card twice

**May 2000 Dale Carnegie Training Livonia, Michigan**  
Completed course in communication, public speaking and organizational skills development.

**June 1991 Michigan State University East Lansing, Michigan**  
**Bachelor of Science, major in Building Construction Management**

**Interests and activities**

Golf, woodworking, travel, web design