

DAVID KEEN

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SUMMARY

Highly skilled professional with an extensive record of providing cost savings techniques in purchasing, estimating and scheduling. Provide demonstrated abilities in contract negotiations with suppliers and trades generating increased margins. Possess exceptional estimating skills that resulted in increased profits. Experienced and proficient in reading and interpreting schematic drawings, blue prints and work orders. Well versed in Microsoft office products. Provide solid results in team building for maximum goal accomplishment.

PROFESSIONAL ACCOMPLISHMENTS

PURCHASING & ESTIMATING

- Spearheaded procurement project that improved communications, trust and respect between the field managers, estimating department and suppliers.
- Led estimating team that achieved a national accuracy ranking (third in the nation).
- Developed formula based Excel spreadsheets that standardized takeoffs and established accurate base budgets and increased bottom line profits.
- Produced time studies on frame labor that produced a saving of \$275.00 per home.
- Negotiated procurement contracts for trade labor and supplier material that led to increased savings.
- Introduced purchase order and work order system to match contract-negotiated prices and quantities.
- Reduced the level of variance purchase orders in excess of \$200K per month.
- Engineered corporate database that increased gross core profits from 16% to 22% and gross option profits from 25% to 30%.
- Managed quarterly rebate program, which resulted in a \$125.00 per home average rebate increase.
- Teamed with design department to detail products that allowed the establishing of scopes of work.
- Obtain and analyzed specifications to perform contract bidding to government agencies; bid contracts and procured materials requested per awarded contracts.

SALES AND SALES MANAGEMENT

- Developed a client base, in a six state region, for the origination of third party first and second mortgages.
- Grew the region to an average of \$1.4M in loan production while maintaining 125% of quota.
- Achieved the number one account executive ranking in the Midwest, the number three ranking nationally.
- Engineered a business plan to include niche marketing of conforming loans to sub-prime brokers that led to a \$200K net profit the first year on gross revenue of \$35K per month.
- Increased the wholesale network to an average of \$35M per month.
- Achieved \$5M in forward commitments every sixty days netting an average spread of 125 basis points.

BRANCH DEVELOPMENT

- Grew branch originating operation, for a bank holding company, over an 18-month period from one office to six offices located in Illinois, Missouri and Arizona.
- Managed branch development to an average of \$45M per month in loan origination.
- Teamed in the development of a wholesale correspondent network that averaged \$28M per month.
- Partnered in the opening and management of a \$10M retail mortgage origination office, which achieved \$100K in gross revenue the first year.

PROFESSIONAL EXPERIENCE

KEEN GREEN PRODUCTS, LLC Owner	2008 – Present
OAK STREET FUNDING, Indianapolis, IN Commercial Loan Officer	June 2011- Dec. 2011
ELI LILLY FEDERAL CREDIT UNION Account Relationship Executive	2009-2011
CENTEX HOMES, Indianapolis, IN Purchasing/Estimating	2005-2008
BRUCE GUNSTRA BUILDERS, Indianapolis, IN Senior Estimator	2001-2005
UNITED BANC MORTGAGE CORPORATION, Indianapolis, IN Secretary/Treasurer Co-Owner	1995-2000
UNITED FINANCIAL MORTGAGE CORPORATION, St. Louis, MO Vice President	1992-1995
FORD CONSUMER FINANCE, St. Louis, MO Regional Sales Manager	1989-1992

EDUCATION & TRAINING

INDIANA UNIVERSITY, Bloomington, IN
B.S., Kelley School of Business

PURDUE UNIVERSITY, Indianapolis, IN
Construction Technology Certificate
30 out of 48 hour customized program completed

PROFESSIONAL DEVELOPMENT

Certified in Odor Control
Certified in Fire and Smoke Restoration

COMMUNITY ACTIVITIES

Habitat for Humanity
Fuller Build Hurricane Katrina
Treasurer Zionsville High School Women's Soccer