

## JOSEPH KLINK

810 115<sup>th</sup> Avenue • Treasure Island, Florida 33706  
727.482.0765 • josephklink99@yahoo.com

### SENIOR CONSTRUCTION PROJECT MANAGER / CONSULTANT

Results-driven leader with 20+ years of Engineering, Procurement and Construction (EPC) project experience across various industries including aviation, commercial, highway, hospital, industrial, mining, oil/gas, power, rail, tunnels and water. Take charge leader adept in optimizing work performance to achieve goals. Expert in project cost estimation, competitive bidding and winning of contracts for large-scale projects. Superior communication skills with ability to coordinate and liaison with owners, architects, engineers, contractors and subcontractors. Excellent decision-making, negotiation, communication, and problem solving skills. Extensive experience in project development and execution with record of bringing in mission-critical projects from \$100k to over \$4B in value from concept to closeout safely, per specs, on schedule and within budget. Proven ability to protect the bottom line.

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Concept/Detail Estimating • Lump Sum Bidding • Construction Management • Consulting • Scheduling • Reporting  
Value Engineering • Constructability • Rigging • Quantity Surveying • Site Assessment • Subcontracts • Audits  
Prime Contracts • Vendor Sourcing • Supply Chain Management • Traffic and Logistics • Scope Definition  
Risk Assessment/Mitigation • Labor EV Analysis • Cost Control/WBS • Document Control/IT • Feasibility/FEED  
Project Execution Planning • Budget Development • HSEC • QA / QC • Commissioning • Demolition

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#### **ALERIS INTERNATIONAL, Lewisport, Florida • 03/2016 – 12/2016**

*Aluminum Rolling Mill Supplier.*

##### **Project Management and Estimating Consultant - Industrial**

Directed project change management including development of process and tools. Hands-on estimating and negotiation of all change orders and claims through final cost and schedule impact agreement.

##### **Achievements:**

- Eliminated a PM gap in commercial management of contractors and major equipment suppliers by developing and implementing an effective change management program. Strategic evaluation and creation of formal, standardized program was approved and implemented within 2 weeks.
- Saved \$15M in Owner cost on \$75M in contractor submitted change orders and claims. Prioritized and negotiated major contractor and supplier outstanding changes and settling overdue and ongoing commercial issues in 9 months. High value estimate output of 25 to 50 COs per week achieved.

#### **SAMSUNG ENGINEERING, Seoul, Korea • 04/2014 – 02/2016**

*Power and Hydrocarbon Projects Engineer / Contractor.*

##### **Project Management and Project Controls Consultant – Power and Oil/Gas**

Auditing, advised and collaborated with Proposal Managers, Project Managers, and Project Controls Managers on bidding and awarding 4 Gas/Steam Combined Cycle Cogeneration Power projects, setting targets/achieving metrics, driving cost reduction and maintaining scheduled milestones. Relocated to international job sites in KSA managing field activities of Construction / Commissioning teams. Prepared daily, weekly and monthly progress and performance reports, setup project controls tools such as change management and progress measurement, prepared and negotiated change orders and claims, prepared construction turnover / punch list and systems commissioning reports. On loan to Hydrocarbons Group, assessed and reviewed FEED stage LNG Oil/Gas project in USA in order to reduce cost and establish project baseline budget and schedule.

##### **Achievements:**

- Established industry standard tools and enhanced commercial awareness of Project Controls Engineering and Field Teams through development and presentation of course material and hands-on training to Samsung Engineers in project controls processes including cash flow management, earned progress and performance reporting, change management and claims resolution.
- Increased bottom-line profit margin by \$15M through preparation and successful negotiation of \$35M claim settlement and 4 month contract extension at \$20M cost settlement with subcontractors.
- Successfully reduced costs on \$1.5B project, achieving compliance with client budget, via third party review of Texas LNG FEED estimate by performing detailed review of each civil, structural, marine, mechanical, piping, electrical, and controls accounts and identifying \$200M in excessive cost on \$1.7B original estimate.

**AUSENCO, Indonesia / Chile / Canada / Peru • 11/2011 – 12/2013**

*Mining and Ports Engineer / Construction Manager.*

**Project Controls Manager / Project Services Manager / Proposal Manager / Commercial Manager - Mining**

Directed Commercial development and execution of 3 mining projects. Preparation of project execution plans, weekly and monthly reports, management of Project Controls Engineers including Estimators, Cost Engineers, Schedulers, and oversight of Contract Administrators, Document Controllers, and IT Engineers. Prepared project proposals, forecasts and managed change order identification, estimating, and submittals to Owners. Monitored EPC schedules, as well as Engineering, Procurement and Construction progress and performance tools.

**Achievements:**

- Achieved construction schedule milestones, first gold production completion date by ramping up oversight of key civil, mechanical and electrical contractor. Implemented daily earned value measurement of progress and performance of installed quantities and overcame Indonesia's severe climatic conditions in equatorial, jungle environment during heavy monsoon season.
- Led Value Engineering assessments of many Port, Site, Building and Process Plant Technical Options in Chile.
- Averted safety and security risks of equipment damages or delays on projects in Indonesia and Peru by performing route surveys/highway and bridge upgrades and monitoring port shipments, unloading, and trans-shipments daily, ensuring perfect traffic and logistics project(s) execution.
- Extensive contracts administration leadership and change management on all 3 International Mining Projects.

**BECHTEL MINING & METALS and POWER, Saudi Arabia / Jensen Beach FL • 06/2010 – 09/2011**

*Power and Mining Engineer / Contractor.*

**Project Controls Manager(s) – Metals and Nuclear Power**

Spearheaded task delegation and performance supervision of up to 20 member Project Controls Teams including Planners, Schedulers, Estimators, Cost Engineers, Document Controllers and Administrators on 2 projects. Performed project cost re-forecasts, generated weekly reports, led subcontract administration and direct-hire labor. Oversaw materials and equipment procurement and design work package progress reporting.

**Achievements:**

- Mobilized and executed civil and structural contracts for \$2B+ aluminum smelter project in Saudi Arabia by leading first team of project controls establishing and carrying out project controls, report progress, and performance on first 3 months of construction at job site in Saudi Arabia.
- Completed budget and schedule re-forecasts for 4 outage \$500M nuclear plant uprate and life extension project in FL, per aggressive schedule in support of outage schedules over Christmas holidays.
- Facilitated effective project controls oversight on night shift, at no extra cost, by taking reigns working extended swing shift, 12+ hour x 6 day per week during the outage resulting in a savings to the PM staffing budget.

**WST / PARSONS BRINCKERHOFF, Seattle, Washington • 01/2008 – 05/2010**

*Transportation and Infrastructure Engineer / Construction Manager.*

**Project Controls Manager / Estimating Consultant – Highways/Bridges/Tunnels**

Led Project Controls for Alaskan Way Viaduct / Seawall Program and managed team of Schedulers, Estimators, Cost Engineers and sub-consultants. Prepared CAPEX and OPEX estimates for \$4B Alaskan Way Viaduct Tunnel and surface highway options. Served as Estimating Consultant to Washington State Department of Transportation, Northwest Region. Developed course materials and presented unit price highway and bridge estimating course to WS DOT Project Engineers. Served as Subject Matter Expert (SME) for Estimating and Value Engineering for WS DOT highway and bridge projects. Evaluated all new bids for WA DOT for commercial price and schedule.

**Achievements:**

- Standardized, consistent estimating and commercial management of projects by preparing estimating system training manual and instructing PEs on utilization. SME oversight through assessment of all bids prior to award.
  - Garnered approval for project tunnel design option, budget and schedule, facilitating initial segment awarded below budget for front-end design of Alaskan Way Viaduct Program by managing team of Schedulers, Estimators and Cost Engineers through duration of design process and initial segment award and execution.
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**BECHTEL INFRASTRUCTURE, Seattle / Miami • 02/2005 – 12/2007**

*Program Manager for Miami Airport South Terminal Expansion and Seattle Light Rail Projects.*

**Project Manager – Airport and RE Contracts Manager – Rail**

Served as Project Manager in Miami overseeing and coordinating South Terminal Contractors and Architects, as well as staff of Contract Administrators, Estimators, Schedulers, and Administrators. PM throughout interior build-out and commissioning phases thru Airport opening. Acted as Resident Engineer's Contracts Manager in Seattle leading General Contractors including commercial oversight of all change orders and quality non-conformances. Handled estimating and negotiating on behalf of Owner.

**Achievements:**

- Seamlessly transitioned PM functions from completion of interior build-out and through systems commissioning, punch-list and terminal grand opening by garnering promotion from Commercial Manager based on stellar performance on Terminal Expansion and Concourse J Projects.
- Salvaged Owner contingency through negotiation and settlement of contractor change orders and claims, reducing amount by \$10M by preparing competitive estimates and through savvy negotiating.

**CAREER NOTES:** Additional experience from late 1980's thru 2004 included Corporate and Project roles with awards won for Claims Negotiations and Continuous Improvement initiatives as Contracts Manager / Estimating Manager / Project Controls Manager / Scheduler / Trend Engineer – BECHTEL POWER and Contracts Manager – BECHTEL TELECOMMUNICATIONS; Claims Estimator – BECHTEL CIVIL; Project Manager / Chief Estimator – BALLING CONSTRUCTION; Project Civil Engineer / Construction Manager – L.E. MEYERS; Staff Appraiser – AMERICAN APPRAISAL. Worked during University in Construction field.

**EDUCATION**

**Bachelor of Science – Civil Engineering / Urban Affairs / Co-op Program w/Army Corps of Engineers**  
Marquette University – Milwaukee, Wisconsin

**CERTIFICATIONS / PROFESSIONAL DEVELOPMENT**

Project Management Certified – PB University • Associate Value Specialist Certified – SAVE International  
Professional Engineer in Training – New York State  
Construction Management Course – New York State University

**PROFESSIONAL ORGANIZATIONS / AFFILIATIONS**

International Member – AACE • Former Member and Officer, D.C. Chapter – SAVE  
Former Member – ASPE • Former Member and Student President – ITE

**PUBLICATIONS / PRESENTATIONS**

**Unit Price Highway and Bridge Estimating Training Manual Presenter to 80 PEs**  
Washington State DOT

**Project Controls Cash Management, Change Management, Cost and Schedule Claims Assessment and Progress Measurement Courses Presenter**  
Samsung Engineering

**COMPUTER SKILLS**

MS Office Suite • Lotus • Timberline • HCSS • MS Project • Primavera P3 • Access • Visio