**Rachel Flint**

134 63rd St

West Des Moines, IA 50266

(515) 991-3010

Rachel.Flint@gmail.com

CORE COMPETENCIES

* Process Improvement
* Resourcefulness
* Analytical and Writing Skills
* Strategic Management
* Performance Management
* Collaborative Working

WORK EXPERIENCE

**Hubbell Realty Company – West Des Moines, IA** *(Aug. 2004 – present)*

Vice President, Hubbell Homes *(Dec. 2013 – present)*

* Responsible for the P&L management of Hubbell Homes in Florida, Iowa and Nebraska
* Implemented process improvement initiatives to standardize superintendent manuals, warranty process, and variance purchase order reductions.
* Grew company from $42M to $110M while increasing gross margins from 16% average to 19.5%.
* Reduced cycle time from 170 day average to 108 days.
* Increased customer move-in scores from 66% to 84%.
* Co-led team for acquisition of Omaha, NE based Boyer Young Development Company, The Home Company and Premier Land Title Company.

Sales Manager, Hubbell Homes *(Oct. 2009 – Dec. 2013)*

* Sales manager for independent sales team of 50 Realtors from 3 brokerage firms
* Grew sales in first year from 179 to 255
* Created cloud-based resource for Realtors consisting of Sales Success guide, addendums, and sales documentations.

Director of Marketing, Hubbell Realty Company *(Mar. 2007 – Oct. 2009)*

* Led marketing and public relations team for all divisions including commercial, residential, apartment, HOA, and land development divisions.
* Implemented first “Hailey Brownstone” social media campaign for townhome project that increased sales by 150%.
* Team lead for 9 Homes in *9 Days for 9 Families: Extreme Build*.

Public Relations Manager, Hubbell Realty Company *(Aug. 2004 – Mar. 2007)*

* Serve as primary media contact for all divisions, strengthening relationships with media
* Prepare ROI reports on public relations activities with average ROI of 18.6 to 1 and increased annual published stories from 81 to 278
* Assist in the creation and implementation of relationship marketing programs for all companies
* Led public relations team for ABC Television’s *Extreme Makeover: Home Edition*.

**University Museums, Iowa State University – Ames, IA** *(Aug. 2001 – Aug. 2004)*

Information and Collections Manager

* Created and implemented strategic marketing and advertising plans for eight annual changing exhibitions, 170 educational programs, and special events
* Wrote, edited, and coordinated the production and distribution of all collateral and public messages, including permission-based e-mail marketing strategies and advertising campaigns
* Managed program budgets for informational services and collections

**UNI Gallery of Art, University of Northern Iowa - Cedar Falls, IA** *(Jan. 2000 – Aug. 2001)*

Acting Director

* Created and implemented strategic marketing and advertising plans for eight annual changing exhibitions, 170 educational programs, and special events
* Prepared grant proposals; worked with College of Humanities and Fine Arts Dean and UNI Development Office staff in the procurement of funds for the Gallery of Art exhibitions and programs
* Administered Gallery budget and secured funding from student government

ACTIVITIES AND AFFILIATIONS

National Association of Homebuilders – Washington, D.C.

• Director/Delegate for Greater Des Moines Home Builders Association *(Jan. 2014 - present)*

• Vice Chair, 20 Clubs *(Jan. 2019 - present)*

Greater Des Moines Home Builders Association – Des Moines, IA

• 1st Vice President *(Jan 2019 – present)*

• 2nd Vice President *(Jan 2018 – present)*

Skilled Trades Alliance – Des Moines, IA

• Co-Founder and Steering Committee Member (2016 – present)

Iowa State University - Ames, Iowa

• Executive Advisory Council for Master of Real Estate Development Program*(Feb. 2019 – present)*

• University Museums Advancement Council *(May 2018 – present)*

University of Northern Iowa – Cedar Falls, Iowa

• Executive Advisory Council, Master of Real Estate Development Program*(Feb. 2019 – present)*

• University Museums Advancement Council *(May 2018 – present)*

AWARDS AND CERTIFICATIONS

NAHB Certified Sales Professional

NAHB Certified Marketing Professional

2016 Builder of the Year and & 2016 Member of the Year, Greater Des Moines Home Builders Association

Greater Des Moines Leadership Institute, Class of 2010

*Des Moines Business Records*’ “40 Under 40,” Class of 2007

OSHA 10-Hour Safety Certification

EDUCATION

**University of Northern Iowa**, Cedar Falls, Iowa - Bachelor of Arts *(Dec. 1999)*

**Drake University,** Des Moines, IA – Master of Communication Leadership*(Aug. 2008)*