**JEREMY SPILLMAN**

816 Rosewood Lane, Ankeny, Iowa 50021 - 515-710-8644 - jspillman@cahilldouglas.com

**EXECUTIVE PROFILE**

Ambitious Entrepeneur who creates strategic alliances with organization leaders that effectively aligns with and supports key business initiatives. Builds and retains professional relationships through hard work and a constant eye on clients’ interests and needs.

 **SKILL HIGHLIGHTS**

Small business development Customer-oriented Human resources

Project management Sales Analysis Budgeting expertise

Leadership/communication skills Team Leadership Negotiations expert

Business operations organization Multimillion dollar P&L Management Vision

Client account management Analytical Skills Employee relations

Business Development Change Implementation Self-motivated

Contract Negotiations Performance Evaluations Labor Cost Controls

Expense Control Hard Worker Networking

**CORE ACCOMPLISHMENTS**

*Entrepreneurial Experience*

*CEO of Cahill Douglas Group* (2014-Present):

* Commercial General Contracting firm specializing in development of stand alone retail, office, and various industrial products in the Midwest.

*President & CEO of JD Spillman Group (*2012 - Present):

* Ground up development of a corporation that specializes in interior/exterior demolition, build to suit, tenant build-outs and tenant property renovations.

*Operations Management (*1999 - 2011):

* Managed UPS daily operations of a $1,000,000 dollar a day operation.
* Handled all functions related to daily operations, safety excellence, quality control, customer relations, business development, training and development of a workforce of 100+ individuals in my operation, handled labor grievance negotiations with local union officials, payroll applications, quarterly and annual Quality Improvement Process, as well as quarterly and annual Production Improvement Process.

**PROFESSIONAL EXPERIENCE**

**Commercial Real Estate Broker** - **NAI OPTIMUM -** West Des Moines, IA 01/2014 - Present

**Chief Executive Officer – CAHILL DOUGLAS GROUP –** Ankeny, IA 06/2014- Present

**President & CEO**- **JD SPILLMAN GROUP -** Naperville, IL 01/2012 - Present

**Manager of Operations - UPS-** Davenport, Iowa03/2003 - 12/2011

* Managed the daily package operations at the UPS Davenport, Iowa facility.
* Responsible for the morning operations and staff of 14 management staff and 50 non –management staff along with the dispatch of 65+ non- management service providers.
* Accountable for daily safety, production and quality results of the highest level.
* Davenport operations were ranked number 1 in the country in my area of responsibility based on a grading system implemented by Corporate that tracked daily, weekly and monthly results on implementation of our technology of driver dispatch operations relative to mileage reduction and core company practices to save on overall cost of our daily operations.
* Ranked number one in the country, in my area of responsibility, based on a grading system implemented by Corporate that tracked daily, weekly and monthly results on implementation of our technology of driver dispatch operations relative to mileage reduction and core company practices to save on overall cost of our daily operations.

**Part Time Supervisor of Operations- UPS -** Des Moines, IA 04/1999 to 03/2003

* Part time supervisor at UPS responsible for daily inbound and outbound package operations in relation to safety-productivity, and overall cost management.

**EDUCATION**

**Scott Community College**, Bettendorf, IA, United States

*Business Management-* 4.0 GPA

**CCIM Candidate**

Chicago, Illinois September 2013 - Present