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| Larry D. Casey | |
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| CONTACT 917-565-2847  larrycasey7@gmail.com  Email icon larry@cxmgmtgroup.com  Globe icon www.cxmgmtgroup.com | | | PROFILE Forward thinking leader, coach and advisor to advance the customer focused culture within a company; with experience managing global and national accounts, business development processes, tools and training, customer feedback, and strategic planning. Passionate about customer experience, organization management, sustainability, Lean construction and public private partnerships (P3). | | |
| EDUCATIONIMD Business School 2008-2009  Executive Leadership and Management Nova Southeastern University 2002-2004  Master of Business Administration – MBA Virginia Polytechnic Institute and State University 1973-1977  BS Building Construction; Sigma Lamda Chi | | | EXPERIENCE  **Skanska AB**  2017-2018  Member of Skanska AB corporate senior management team based in Stockholm. Responsible to advance the customer focused culture within the company and facilitate new market making opportunities by leveraging the vast resources of the company; included managing global accounts program and support to the business units with account and business development processes, training, customer engagement and feedback, and an enterprise CRM. worked with operations in USA, Sweden, Norway, Finland, Denmark, UK, CZ, Poland, Romania and Hungary.  **Skanska USA Building Inc**.  2003-2017  Oversaw and guided the company's USA strategic planning, sales and marketing for 25 offices, plus six (6) market sector Centers of Excellence organizations for Healthcare, Aviation, Mission Critical, Federal, Sports and Entertainment, and Life Sciences. Responsible for Marketing/Sales Support staff, CRM system, Sales Training; National Accounts, and Major pursuits developing win strategies and leading the major pursuit teams and process, as well as cultivating new client relationships. Chaired Skanska AB international Customer Relations group focused on global account management.  **Centex Rooney Construction Company** (now Balfour Beatty plc)  1986-2003  Led business development and marketing program for regional builder, focused on key market segments of healthcare, municipal government, education, aviation, and commercial/hospitality. Grew revenues from $125M to $800M, with focus on negotiated CM at Risk and Design Build assignments. | | |
| Certifications  -LEED Accredited Professional, USGBC  -Certified Professional Services Marketer  -UC Irvine - Customer Experience Certificate | | |

