

BS, ABV, MBA, DBA

ANNETTE GRAY

Development Operations Strategist



VALUE TO PROJECT:

Economic Development, Strategist Business Operations, Management

Years of Experience: 30 years

Firm: Risk & Resource Management International. Inc. (RRMI)

www.rrmanagementinternational.com

EXECUTIVE SUMMARY

Annette Gray has over twenty years of business applications, project management technical assistance, one-on-one consulting and training experience. In addition to twenty plus years of experience in economic development and construction/redevelopment, procurement construction Performa development.

A strong leader with a consultative management style that focuses on the organization. Excellent communication and presentation skills. A proven track record of aligning solutions and objectives to overall business strategy. Experienced managing multi-million dollar budgets.

RELEVANT EXPERIENCE

Procurement Management

- Crafted, evaluated, negotiated and executed a wide variety of different contracts covering a range of transactions.
- Created and maintained relationships with suppliers and served as the singular point of contact for matters concerning contracts.
- Maintained records for correspondence and documentation in relation to established contracts and those in progress.
- Communicated and presented information to stakeholders about all contract-related matters.
- Monitored contracts and moved forward with close-out, extension or renewal according to what's best for the company.
- Solved any contract-related problems that may arise with other parties and internally with the company itself.

Corporate Consultant (Government: Federal and Local)

- Department of Transportation
- Homeland Security US Citizenship Immigration Services
- Department of Defense (Marines)
- City of Saint Cloud, Miami Beach, Delray Beach, City of Boynton Beach
- CRA & Fire Department
- Broward College/Broward County
- Florida Keys Aqueduct Authority
- Superior Court: Saint Thomas & Saint Croix
- The Florida Department of Children and Families
- SBDC/Florida Atlantic University Growth & CapitalAccess

EXPERTISE

Project Management
Excellent Communication
Presentation Skills

CERTIFICATION

MBE, SBE, WBE, CBE and DBE

EDUCATIONAL BACKGROUND

- University of Liverpool: DBA Doctoral Candidate
- Wilmington University: MBA
- Certified Lean Six Sigma Yellow Belt
- Accredited in Business Valuation (ABV)
- Certified Contract Trainer (Pryor Solutions and SkillPath Training and Seminars)
- Certified Micro-Enterprise Small Business Trainer
- Certified Zoom, Microsoft Teams, and Adobe Connect Trainer

EXPERIENCE BY NUMBERS

\$50.5 M

Successful community engagement construction projects

18

South Florida projects successfully managed



Availability

“ Management is **doing things right**;
Leadership is **doing the right things.**”



RISK & RESOURCE MANAGEMENT INTERNATIONAL