

Michael E. Autenreith
2424 Navigation, Unit C, Houston, TX 77003
713-551-6565
E-mail mautenreithsr@gmail.com

Qualifications

- Reliable and committed salesperson with experience in residential and commercial contracting sales and management
- Proven track records for successful completion of design build projects and construction timelines
- Outstanding organizational, supervisory, and communication skills in negotiating, project design, closing and construction
- Skilled in sub-contractor selection/execution, contract negotiation, materials take off, procurement, and budget preparations
- Effective timeline management skills to ensure that design milestones are met on time, coordinated, and completed
- Highly motivated and independent worker with a skill for balancing priorities, managing goals, and progressive thinking

Experience

Tribble & Stephens Construction 2021 to present

- Business Development with focus on multi-family, industrial, ground up office buildings, retail, hotels and other larger specialty projects
- Projects contracted since starting: Park 183 Industrial in Austin, Tx \$33MM, White Oak Multi Family Houston, TX \$63MM
- Current awarded project Cortado a student housing project in Austin, TX west campus at the University of Texas \$42MM
- Current negotiations Jones Crossing multi-family \$36MM, Artisan multi-family Houston, TX \$68MM, Buffalo Speedway Office Houston TX \$31MM, Southern Living Hotel Resort Fredericksburg, TX \$82MM, Margaritaville Resort Galveston, TX \$94MM

Autcon, LLC 2018 to 2021

- Real Estate service and marketing company.
- Residential renovations with a focus on updating homes to assist Brokers with faster sales transactions.
- FAA Part 107 UAV Licensed drone photography and videography.
- Create marketing material for commercial, farm and ranch properties

MARA1, LLC / MARA2 Enterprises, LLC 2015-2018

Real Estate investments

Primary role to develop relationships to source Probate Bankrupt properties

Purchased residential properties, managed inspections, closings, leasing management of tenant occupied properties, repairs, evictions, permitting, design & selections of renovations, and sales for investment group. \$5.1M investment with 28% ARR.

Beeson Properties/KNA Partners July 2014-August2015

- Established the creation of three Legislative Municipal Utility Districts (M.U.D.) Harris County M.U.D. 538, Harris County M.U.D. 539, and Ft. Bend 191, Recruited and Appointed 8 Directors for each M.U.D., Coordinated efforts of law firm, State Senators, and State Representatives, and all owners/investors of properties
- Co-lead negotiations and due diligence of major land acquisitions \$2.8M \$11M, \$15M, \$34.5M
- Managed 19 properties (750K+sqft) over the greater Houston area; dealing with leasing, construction, maintenance and various governmental agencies
- Consistently negotiated over \$250K a month in purchase orders and subcontracting work

Co-Founder, Houstonian Builders L.L.C. August 2006 to July 2014

- Daily roles include lead generation, all presentations/sales, estimating, job site management, contract negotiations, future business development, human resource, risk liability management, supplier and subcontractor negotiations, and creating all business processes
- Sold to elite Houstonian buyers that are highly sophisticated, successful and multiple homeowners who are high level executives in major corporations or successful entrepreneurs
- Commercial projects ranged from Buffalo Soldiers Museum, custom retail build outs, warehouse/office and Government building (city hall and police station work) and based throughout the Greater Houston Area & San Antonio
- Yearly sales consistently over \$3m

Vice President Sales, Crawford Renovation Inc. Houston, Texas (April 2004 to July 2006)

- Responsible for all business development activities with clients, Realtors, mortgage companies, designers and architects
- Developed specific sales processes for all new sales personnel
- Increased sales from \$2.4 Million to \$10.8 Million - "350% increase in 3 years"
- Negotiated contracts for purchase of land, supervised architectural design, and coordinated interior design for spec homes
- Negotiated and closed construction contracts (GHBA and AIA) ranging from \$15,000 to over \$1.3 Million

- Coordinated schedules for 8 to 10 design agreements for clients with multiple building designers, architects, interior designers, in house selection coordinators and client's schedules for periods of 12 to 24 months
- Developed monthly presentations to realtor groups up to 100 people per session
- Maintained weekly meetings, hosted event functions at multiple offices, and sponsored weekly open houses for realtors
- Responsible for all estimations for potential and actual jobs
- Managed sales leads and team from initial call, through contract, to end of production, and feedback
- Developed internal estimating software, checklist, sales process, sales presentation and marketing material

Education

Texas Tech University B.B.A. Marketing 2000
Texas Tech Athletics: Football 1996-1998, Track 1995-1998
Elected Member of Texas Tech Student Senate, & Freshman Council
Sigma Alpha Epsilon. Responsibilities included: Alumni Chairman for activities and fundraising. House Chairman included risk management, maintenance, and security. Pledge trainer

Personal

Married and have 2 Children. Wife Susan (Attorney), Ava Jane (17) UT Austin fall 2021, Mitch (15) Memorial High
Private Pilot License, Single Engine Land
Mayor, Spring Valley Village 2013
Chairperson of Civic Activities Board overseeing new park plan, development, and implementation 2010-12
Chapelwood United Methodist Church
Proficient with MS Office Suite, Salesforce, ACT