



JOSE R. SAN PEDRO

Senior MEP Construction Project Manager

Miami, FL 33175

usapl@att.net

(305) 469-5300

Dedicated resourceful and well-organized Senior MEP Construction Project Manager with more than 30 years of progressive experience with residential, commercial and industrial projects with an excellent reputation for resolving problems, improving customer satisfaction, and driving overall operational improvements. Able to ensure proper planning, implementation, and completion of multiple projects. Demonstrated successful execution of business strategies to maximize profitability and operational efficiency in projects with budgets of up to 40 million.

Authorized to work in the US for any employer

WORK EXPERIENCE

Senior MEP Construction Consultant

Self Employed - Miami, FL

January 2016 to January 2020

- Provide MEP consulting on Energy / Utility development and infrastructure.
- Spearhead initiatives in shared strategic direction, process design and improvement, performance measurement and feedback as well as knowledge capture and leverage.

President/Owner

USA POWER & LIGHT, Inc - Miami, FL

January 1992 to January 2016

- Founded USA Power and Light, Inc.
- With International offices and based in Miami, FL.
- Established the company as a power plant development and MEP turn-key contracting company, with excellent reputation and track record in the power industry in Africa, Latin America and the U.S.
- Developed customer base, prepared market and sales strategy, and implemented major proposals.
- Lead operations and strategic direction with full responsibility to bottom-line factors, including long range planning, global management, and developmental processes.
- Developed, designed, and built a 40MW heavy fuel Caterpillar Power Plant in less than 5 months including a complete 230kV substation, four (4) Km of 230kW high voltage transmission line and interconnecting bay into the national grid, in Nicaragua C.A.
- Supplied a 30 MW Turn Key Power Plant, utilizing a Pratt & Whitney FT 4 Jet Derivative Turbine.
- Successfully concluded the Electrical & Generation Rehabilitation Contract for the City of Tecum Uman, Department of San Marcos in the country of Guatemala, C.A.

- Supplied 2 United Technologies FT 8 Jet Derivative Gas Turbine Power Plants for a total of 50 Mw, including a 138kv substation, transmission and interconnection to the main grid.
- Entered into an agreement with MASONS Corp, of Miami, Fl, for the Development, Procurement and Project Administration for a Nitrogen Injection Project for the secondary recovery of crude oil and 1200MW Steam Turbine Power Project, including all the main 23kV substations in Maracaibo, for PDVSA of Venezuela.
- Contracted by Hennessey-Sunland International Holding Corp., to successfully conclude the Electrical & Generation Rehabilitation Contract for the City of Tecum Uman, Department of San Marcos in the country of Guatemala, C.A.
- Awarded by Adam & Associates International, a Health Care International Consulting Firm of Boston, MA, working with EXIM Bank of the US, and the Government of Nigeria, to rehabilitate the core infrastructure (Electrical & Mechanical) of the Nassarawa and Yobe States hospitals in Nigeria.

Director of Power Development

AMFELS/KEPPEL-FELS - Brownsville, TX

April 1995 to April 1999

- Spearheaded international division of Power Development for Latin America and the Caribbean.
- Key player in directing of a multi-billion-dollar international corporation to develop and built power projects in Latin America.
- Directed project developments, financial engineering international bidding, PPA & Contract Negotiations, Power Plant Design & Engineering, Power Plant Construction, Plant Operations Personnel, Operation and Maintenance contracts, and Long-term budgeting.
- Directed all the marketing, development, and implementation of private power generation projects.
- Key player in expanding operations and investments of \$38MM into Latin America and the Caribbean.
- Awarded a Power Purchase Agreement under the Foreign Investment Laws of the Republic of Nicaragua for the Development and Construction of a 36MW power plant, using Caterpillar's 3616 engines operating on heavy fuel.
- Also, included in the agreement were a complete 230kV substation, for (4) Km of 23kV high voltage transmission line and an interconnecting bay into the national grid, in Nicaragua C.A.
- Awarded the first ever, 17-year operational license for generation and transmission, in the country of Nicaragua, CA.
- Awarded in 1997 the covenant "Power Plant of the Year Award" by Caterpillar, Inc.
- This prestigious recognition was also awarded in 1998 and 1999.
- Pre-qualified Keppel FELS Ltd. to bid for a 60 MW land-based power plant tender, under a Build Own and operate (BOO) scheme to supply energy to IRE (Panama) and negotiated and signed a letter of intent with Aliza Mobil and Caterpillar, Inc., to participate with equity stake in the project.
- Presented and the tender was accepted on behalf of Keppel-Fels for 104 MW for a period of ten (10) years, guaranteeing commercial operation in 180 to 210 days, which "La Corporacion Dominicana de Electricidad, (CDC) in the Dominican Republic.
- Negotiated for Keppel-Fels with the government of the State of Paraiba, Brazil, S.A. the complete take over the state distribution company for a 30-year contract and the ability to install up to 20% of the required power as back up.

President/Owner

SP INTERNATIONAL CORP. - Miami, FL

January 1984 to January 1992

Wholesale supplied a previously established multi-million-dollar market in South America by SAR Int'l Ltd. and San Pedro Int'l. Ltd.

Lead electric generating power plants spare parts, air conditioning, electrical and lighting equipment and supplies, heavy construction equipment, and spare parts. Created a domestic wholesale market supplying exporters lighting supplies and lamps.

- Received a "Sales Achievement Award" from The Graybar Electric Company, in recognition of a significant contribution to Graybar's sales year.

General Manager (GM)

SAN PEDRO INTERNACIONAL LTDA. / SAR INTERNACIONAL LTDA. - Barranquilla, Atlántico

January 1980 to May 1984

Established a multi-million-dollar sales marketing in South America (Barranquilla, Colombia). Developed customer base, prepared market and sales strategy, and implemented major proposals as a major distributor/supplier for Graybar Electric, General Electric, Westinghouse International, JD Marshall International, and other major manufactures, in Electric Generating Power Plants and construction-related products such as Air Conditioning, Electrical and Lighting equipment and supplies, heavy construction equipment, and spare parts.

- Became one of the principal suppliers to the “Cerrajon Coal Project”, an \$8 billion-dollar joint venture between Exxon and the Colombian government.
- Granted “special decree” of the ministry of mines and energy of the Republic of Colombia, a duty-free importation on licenses for all procurement through SAR International for the “Cerrajon Coal Project”.
- Instrumental in obtaining major supply contracts during the development and construction phases of the \$8 billion dollars “Cerrajon Coal Project”.
- “GE Sales Achievement Award” for the largest single sale within the Caribbean Area from the General Electric Lighting Division of the United States.

President/Owner

SAN PEDRO CONSTRUCTION, INC. - Miami, FL

January 1976 to January 1980

Extensive experience in numerous residential, commercial, and remodeling projects. All aspects of estimating, proposals, construction coordination, supervision, and budgeting. Plan and develop financial arrangement, procurement of supplies, personnel supervision, schedule and budgetary performance, client relations, and liaison with Dade County government agencies. Monitored all construction for design criteria.

- Awarded the contract to remodel all the South Florida’s, Richard’s Department Stores. The contract entitled major interior remodeling, (electrical, mechanical, framing, and finishing). The stores were completed in 90 days and within budget.

General Manager / Project Manager

SAN PEDRO AIR CONDITIONING, INC. - Miami, FL

January 1971 to January 1976

Learned the business from the ground up. Started as a ductwork helper, within 3 months became an operator. After the sixth’s month became an equipment installer. After 14 months became the field manager and in my second year in the company, I became the General Manager/Project Manager. Ran I tight crew of 12 operators. Additional responsibilities included a/c design, drafting, liaison with general Contractors, permit applications, state inspections, budget responsibilities, etc...

- In my years in the company, I pass the State of Florida test and received my license as a Sheet Metal and Air Cond. Journeyman/Contractor.

EDUCATION

High school or equivalent in High School

Miami Senior Adult Education Center - Miami, FL

September 1964 to June 1966

SKILLS

- MEP Project Management (10+ years)
- Contract Negotiations (10+ years)
- Ground-up to Project Completion Construction (10+ years)
- Procurement & Project Administration (10+ years)
- Microsoft Office Suite (Excel, Word, Outlook, Power Point & Project (10+ years)
- Budgeting (10+ years)
- Electrical Power Generation (10+ years)
- Project Management (10+ years)
- Proposals (10+ years)
- Rehabilitation Projects (10+ years)
- Electrical Substations & Transmission (69kV - 230kV) (10+ years)
- Industrial Facilities Ground-up Construction (10+ years)
- Residential & Commercial Construction (10+ years)
- Construction Means & Methods (10+ years)
- Forecasting
- Financial Analysis
- High Voltage
- Adult Education
- Computer Networking
- Financial Analysis
- SAP

ASSESSMENTS

Management & Leadership Skills: Planning & Execution — Highly Proficient

September 2019

Planning and managing resources to accomplish organizational goals.

Full results: [Highly Proficient](#)

Conscientiousness — Expert

November 2019

Tendency to be well-organized, rule-abiding, and hard-working.

Full results: [Expert](#)

Project Management Skills: Budgeting — Proficient

September 2019

Managing project budgets by appropriately allocating and monitoring financial resources.

Full results: [Proficient](#)

Organizational Skills — Proficient

June 2019

Arranging and managing information or materials using a set of rules.

Full results: [Proficient](#)

Management & Leadership Skills: Planning & Execution — Highly Proficient

March 2020

Planning and managing resources to accomplish organizational goals.

Full results: [Highly Proficient](#)

HVAC Technician — Proficient

March 2020

Designing, implementing, and troubleshooting commercial HVAC systems.

Full results: [Proficient](#)

Project Management Skills: Time Management — Highly Proficient

March 2020

Measures a candidate's ability to prioritize and allocate time to effectively achieve project deliverables.

Full results: [Highly Proficient](#)

Accounting Skills: Bookkeeping — Highly Proficient

March 2020

Calculating and determining the accuracy of financial data.

Full results: [Highly Proficient](#)

Management & Leadership Skills: Impact & Influence — Expert

June 2020

Choosing the most effective strategy to inspire and influence others to meet business objectives.

Full results: [Expert](#)

Construction Safety — Highly Proficient

June 2020

Using safe practices while on a construction site.

Full results: [Highly Proficient](#)

Project Management Skills: Budgeting — Proficient

June 2020

Managing project budgets by appropriately allocating and monitoring financial resources.

Full results: [Proficient](#)

Management & Leadership Skills: Impact & Influence — Expert

June 2020

Choosing the most effective strategy to inspire and influence others to meet business objectives.

Full results: [Expert](#)

Management & Leadership Skills: Planning & Execution — Highly Proficient

June 2020

Planning and managing resources to accomplish organizational goals.

Full results: [Highly Proficient](#)

Management & Leadership Skills: Planning & Execution — Highly Proficient

June 2020

Planning and managing resources to accomplish organizational goals.

Full results: [Highly Proficient](#)

Basic Computer Skills: PC — Proficient

July 2020

Performing basic computer operations, navigating a Windows OS, and troubleshooting common computer problems.

Full results: [Proficient](#)

Construction Safety — Highly Proficient

June 2020

Using safe practices while on a construction site.

Full results: [Highly Proficient](#)

Verbal Communication — Proficient

August 2020

Speaking clearly, correctly, and concisely.

Full results: [Proficient](#)

Supervisory Skills: Motivating & Assessing Employees — Proficient

August 2020

Motivating others to achieve objectives and identifying improvements or corrective actions.

Full results: [Proficient](#)

Basic Maintenance and Repair — Expert

August 2020

Performing basic repairs and maintenance for apartment complexes, office buildings, and other facilities.

Full results: [Expert](#)

Project Timeline Management — Proficient

August 2020

Prioritizing and allocating time to effectively achieve project deliverables.

Full results: [Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

ADDITIONAL INFORMATION

COURSES - SEMINARS.

Business Administration Courses.

Marketing and Sales Courses.

Civil and Structural Engineering Courses.

Electromechanical Engineering Courses.

United Technologies' Pratt & Whitney Division Turbine Maintenance Seminars.

Advance Project Financing Seminars.

Financial Analysis and Project Structuring Seminars.

Valuation Modeling for Project Finance Seminars.

Latin American Foreign Investment Laws Seminars.