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Chief Marketing Officer

To share with a preferred company my 37 years of knowledge and experience in the Building Maintenance Industry. With this organization I will lead and navigate both sales and marketing efforts by implementing a process of plans that will increase market share and revenue, to meet or exceed expectations.

WORK HISTORY

1974 – 1979 Colin Service Systems Yonkers, NY

Larry Colin President

Supervisor

Organize night crew activities from training, job assignments, equipment and supplies needed, client requests completed, to closing down the property.

Route Supervisor

Recruiting supervision, labor and oversight of some 30 properties in upper NJ and western NY consisting of 3 MM square feet of cleanable office space.

District Manager

Oversight with P&L responsibility of 3 district's operations. This was comprised of commercial office, retail and institutional properties.

Director of Operations

Total operational, sales and P&L responsibility for New Jersey and Western NY. Total annual sales volume \$8MM

1979 -1986 Associated Building Services Houston, Texas

Barney Gershen owner

Vice President Operations

Total P&L responsibility of \$3MM of annual sales. By 1984 annual sales had increased to \$12MM

President Dallas Division

Beginning with 1 project and \$420K in annual sales; increased, sold, started and operated some 20 different office projects with total annual sales of \$3MM. This was accomplished in 18 months.

1987 – 1990 General Maintenance Washington, DC

Bob Sanders owner

Director Special Projects & Start Ups

Sales ,engineering and daily management of Library of Congress and GSA Administrative Complex. Both projects generating in excess of \$12MM in annual sales. Help to develop a Joint Venture with a certified WMBE making the sale possible.

1990 – 2010 ABM Industries NYC, NY

Sales Manager

Division Vice President Financial Services Group

James McCaughan Sr Vice President South Central Region

Sherrill Sipes Ex Vice President National Family of Services

James McClure President Janitorial Division

In 1990 began a sales campaign that generated \$1MM per month in new janitorial internal sales for the Houston regional office. Highest producer of FOS (family of services) leads and sales for janitorial, security, lighting, elevator & engineering between the years of 1994 – 1998.

Promoted to Vice President of Financial Services in 1998.

Total P&L responsibility for Bank of America nationwide generating \$72MM in sales with a NOI of 12%. Began consolidating all banking and financial institutions into a separate profit center within the janitorial division. This became known as the ABMJ Financial Services Group. With 3 operating regions servicing some 15K locations, FSG generated in excess of \$250MM in annual sales.

In 2010 generated and sold RBS Citizens for both janitorial and engineering divisions generating \$72MM for a fixed 3 year contract.

2010- Current Relentless Consulting Corporation Houston, Texas

Patricia Nelson President CEO

Executive Vice President COO

After being laid off after 20+ years of service, I started Relentless Consulting Corporation (RCC).

With Sustainability being such a priority initiative nationwide, the need for a process that combines waste management and janitorial services, which produces a recycling program in the smaller Bank branch locations, is essential. This is the missing link for local, regional and national financial institutions to be recognized as LEEDS certified.

References

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