# Joseph Lebedev

*Construction Program Manager*

Los Angeles · California · US

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## Summary

Accomplished construction program manager with over 16 years of progressive experience in contractor development, labor compliance, project management, and construction lending for public and private sector projects across Southern California. Expert at evaluating and mentoring emerging contractors, organizing targeted workshops, streamlining bid processes, and promoting participation of small and diverse firms in large-scale construction initiatives. Proven history of leading cross-functional teams, managing multiple high-stakes projects, and delivering measurable improvements in contractor capacity and compliance. Renowned for developing strong stakeholder relationships, delivering training programs, and ensuring consistent program growth. Seeking to leverage my depth of industry knowledge, program management acumen, and passion for contractor development in the role of Contractor Development Manager.

## Experience

### Senior Contractor Development Specialist at CalBuild Development Services

01 Jan 2020 – Present

Collaborate with over 180 small and minority-owned construction firms to evaluate operations, recommend improvements, and facilitate access to public sector opportunities; increased client bid win rates by 23% within two years. Designed and delivered over 35 workshops on bid preparation, project labor agreements, safety compliance, and finance documentation, resulting in a 40% increase in program participation. Led initiatives to streamline documentation collection for loan and surety bond applications, reducing application turnaround time by 28%. Implemented a quarterly contractor progress tracking program, reporting on key metrics to both city and state oversight agencies. Developed an outreach program forging new relationships with municipal stakeholders and general contractors, resulting in 17 new project opportunities for emerging contractors. Mentored four junior contractor development associates, providing training in compliance, client evaluation, and documentation.

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* Led initiatives to streamline documentation collection for loan and surety bond applications, reducing application turnaround time by 28%.
* Implemented a quarterly contractor progress tracking program, reporting on key metrics to both city and state oversight agencies.
* Developed an outreach program forging new relationships with municipal stakeholders and general contractors, resulting in 17 new project opportunities for emerging contractors.
* Mentored four junior contractor development associates, providing training in compliance, client evaluation, and documentation.
* Promotion: Advanced from Contractor Development Associate (Jan 2017 – Dec 2019) based on exemplary leadership and client outcomes.

### Labor Compliance & Contractor Support Manager at CityBond Consulting Group

01 Jun 2012 – 31 Dec 2016

Managed labor compliance programs for three major public works projects in Los Angeles County (aggregate budget >$250M), ensuring adherence to prevailing wage laws, PLA stipulations, and diversity mandates. Guided 65+ contractors through the City’s certification and pre-qualification processes; provided hands-on assistance gathering documentation for lending and insurance. Organized quarterly engagement sessions and job walks, connecting small business contractors with construction managers and municipal representatives. Collaborated with the finance team to interpret financial statements and provide actionable business growth recommendations for struggling contractors. Oversaw a team of three compliance officers and one outreach coordinator.

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* Oversaw a team of three compliance officers and one outreach coordinator.

### Business Development Project Manager at Boulder & Sons Construction, Inc.

01 Feb 2010 – 31 May 2012

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### Project Engineer at Boulder & Sons Construction, Inc.

01 Aug 2007 – 31 Jan 2010

Managed documentation and project controls for mid-sized private and municipal construction projects. Liaised between field teams and upper management to ensure consistent project reporting and compliance. Brief career gap: Took 4 months unpaid leave (mid-2009) for family caregiving before returning and achieving internal promotion.

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* Brief career gap: Took 4 months unpaid leave (mid-2009) for family caregiving before returning and achieving internal promotion.

### Construction Loan Analyst at Pacific Lending Solutions

01 Sep 2004 – 31 Jul 2007

Evaluated financial standing and construction readiness of small contractors seeking project financing. Reviewed loan packages, technical documentation, and surety bond requirements, collaborating with risk and compliance teams. Provided consultative support to new clients to increase readiness for loan approval.

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## Education & Training

### Bachelor of Science, Construction Management

California State University, Long Beach, CA

– 31 May 2004

### Certificate, Diversity & Inclusion in Construction

UCLA Extension

– 31 Dec 2019

## Skills

Contractor Development & Mentoring, Project Management, Construction Documentation, Labor Compliance & Project Labor Agreements, Diversity & Small/Disadvantaged Business Programs, Bid Proposal Preparation & Evaluation, Training & Workshop Facilitation, Public & Private Construction Project Coordination, Surety Bond & Loan Documentation, Construction Finance & Risk Assessment, Regulatory & Permit Process, Team Leadership & Staff Development, Community Outreach & Stakeholder Engagement, Program Strategy & Reporting, Process Improvement & Change Management, Critical Analysis & Problem Solving, Business Continuity Planning, Data Analysis & Progress Monitoring, CRM & Enterprise Construction Management Software, Microsoft Office Suite, Languages

## Languages

### English | – Present

Native proficiency

### Russian | – Present

Professional proficiency

## Certifications & Credentials

### Certified Construction Manager (CCM) | 2018-01-01

Construction Management Association of America (CMAA)

### OSHA 30-Hour Construction Safety | 2016-01-01

## Awards

### Increased bid win rates among mentored contractors by 23% within two years at CalBuild through targeted coaching and strategic workshops. | – Present

CalBuild Development Services

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### Reduced loan/bond application processing time by 28% via redesigned document workflows for small contractor clients. | – Present

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### Helped project teams achieve 100% labor compliance and zero audit findings over three years managing $250M in municipal projects. | – Present

CityBond Consulting Group

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### Secured 17 new public works opportunities for underrepresented contractors through aggressive outreach and partnership building. | – Present

CalBuild Development Services

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### Achieved promotion to senior roles at two separate companies in recognition of leadership and performance. | – Present

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## Projects

### Outreach Program for Emerging Contractors | – Present

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### Quarterly Contractor Progress Tracking Program | – Present

Implemented a quarterly contractor progress tracking program, reporting on key metrics to both city and state oversight agencies.

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## Interests

### Professional Associations | – Present

* Member, Construction Management Association of America (CMAA)
* Member, National Association of Minority Contractors (NAMC)

## References

### – Present