

## Abraham Achar, Arquitecto-Project manager and Business developer.

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### Objective

Develop and transmit the practical and theoretical knowledge to others that in conjunction with my previous experience contributes to the success of the company as well as my personal and professional development.

- **24 years experienced architectural designer, urban planning land acquisition, land planning & zoning, Land development and high end residential, commercial construction, Business development, Brand marketing and marketing analysis.**
- **6 years experience in the business development and Project coordination related to the energy business in Mexico and USA such as, power plants, Transmission lines, Gas Pipes, Oil and gas upstream, downstream and midstream as well as environmental friendly projects.**

### Professional Experience

- **June 2002 – Current International Building Systems, LLC Dallas, Texas**  
*President and CEO*

- International Building Systems was created to serve as a development management company, architectural design firm and Construction Management Support Company as well as worldwide business development consortium in the infrastructure area as well as energy and institutional projects in USA and Mexico.

#### Responsibilities:

- Coordinate the design and architectural needs of each project
- Supervise and coordinate project with Contractors and Subcontractors.
- Graphics presentations to the clients and concept development for each particular task.
- Municipality expenditure, revisions and coordination

#### ▪ Projects Involved:

- New oil cutting and remediation plant in Villahermosa, Mexico
  - New Fort Worth Police Officers Association facilities
  - 30-unit apartment building in Fort. Worth Texas
  - Universidad Anahuac student residences with retail facilities, Mexico
  - Mexican Space Agency new facilities building, Mexico
  - Corona Retail stores, Mexico
  - Two 1.5 MWTT plants in Mexico
  - Oil and Gas business development with Minister of Energy of Mexico
  - 302 Apartment units in San Antonio, Texas
  - 12 new Burger king restaurants in the DFW area
  - 6 Popeye's restaurants in the DFW area
  - 2 Del Taco restaurants in the DFW area
  - 1 Golden Corral restaurant in DFW area
  - 1 Strip shopping center in Arlington Texas
  - 250 apartment units in McKinney, Texas
  - Two 14 levels high rise building in north Texas with 224 units
  - New landscape design and construction management for single family dwelling in Las Colinas, Texas
  - One 2,000 s.f. single family home in Fort Worth. Design and construction.
  - Two 2,500 s.f. single family homes in Fort Worth Texas. Design and construction
  - Two 2,500 s.f. single family homes in Duncanville Texas. Design and construction
  - 240 Apartment complexes in Dallas Texas.
- **Member of NAFINSA / PROMEXICO Mexican Foreign Exchange Commission chapter Texas since 2001.**
  - **Jan. 2003 - Current Charles Gojer & Associates.- Gojer Development Group Dallas, Texas Consorcio Gojer Achar, Mexico.**

*Partner, Business Development, Project Designer and architecture Manager. Member of the Greater Home Builder Association, Dallas Texas*

- Mr. Charles Gojer has created a new Development Company; Gojer Development Group, which will acquire raw land and develop it. The company's potential clients will be Track builders, new starter builders, and Commercial developers.

Responsibilities:

- Coordinate the design and architectural needs of each project
- Supervise and coordinate project with Contractors and Subcontractors.
- Graphics presentations to the clients and concept development for each particular task.

Projects Involved:

- Parkland Hospital, Dallas Texas
- DART Dallas transportation
- Halliburton facilities in Poza Rica Veracruz, México
- SEM Materials corporate offices in Puebla, México
- 58 Health Tourism Hotel in San Miguel Allende, Mexico
- 10 Acres development with 42 single family lots in Duncanville Texas.
- 87 Acres development with 60 single family lots in Lucas Texas.
- 9 Acres development with 27 single family lots in Dallas Texas.
- 60.7 Acres development with 245 single family lots and 3 commercial parcels in Lancaster Texas.
- 2,000 S.F. Free standing restaurant in Melissa Texas.
- 2,130 S.F. Single family houses.

• **Jan. 2004 – Jan.2014      Home corp.      Single family residential      Dallas, Texas**

- Home Corp properties is a luxury custom builder in the Preston hollow, University Park –DFW Metropelx area improving the area with major high end luxury homes in the 1.5 to 3 million price range. Each home was design with a special “motif” in order to achieve satisfactory response from their clients.

Responsibilities:

- Coordinate the design and architectural needs of each project
- Supervise and coordinate project with Contractors and Subcontractors.
- Graphics presentations to the clients and concept development for each particular task.
- Research of zoning code compliance for each lot.
- Schematic design for urban context and feasibility studies.
- Design development of each dwelling.
- Construction documents and permit plans for municipalities.

Projects Involved:

- 5938 Norway Rd Dallas TX. 6400 s.f A/C
- 7229 Janmar st. Dallas TX 6500 s.f. A/C
- 6418 Royalton Rd Dallas TX 5600 s.f A/C
- 6622 Aberdeen Rd Dallas TX 6500 s.f A/C
- 6511 Mimosa Av. Dallas TX 6400 s.f A/C
- 6443 Lakehurst Av Dallas TX 6500 s.f A/C
- 5810 Meadow crest Rd. Dallas TX 6100 s.f A/C
- 6431 Prestoncrest Rd. Dallas TX 6800 s.f A/C
- 5840 Williamstown Rd Dallas TX 6200 s.f A/C
- 3316 Milton Av. University park TX 5800 s.f A/C

• **Jan. 2004 – Jan.2007      Archibuilders Inc.      Dallas, Texas**

***Project Designer, project manager and COO.***

- Based on his development and construction experience Mr. Manuel Achar founded Archibuilders, Inc. to provide high quality construction and design single family projects in all the DFW area.

Responsibilities:

- Land acquisition and market study for each particular property.
- Coordinate the design and architectural needs of each project.
- Manage construction budget and schedule.
- Coordinate trades and revise contracts with suppliers.
- Review legal documents with municipalities.
- Supervise and coordinate each project with Subcontractors.

- Graphics presentations to the clients and concept development for each particular home.
- Marketing and promotional strategies.
- Financing support and customer service in conjunction with mortgage lenders.
  
- Projects Involved:
  - 4,200 S.F. single family two stories Brick house in Dallas, Texas.
  - 4,200 S.F. single family two stories Stucco house in Dallas, Texas.
  - 4,000 S.F. single family one story Stucco house in Dallas, Texas.
  - 2,500 S.F. single family two stories Brick house in Duncanville, Texas
  - 2,500 S.F. single family two stories Stucco house in Duncanville, Texas.
  - 1,800 S.F. Single family one story Brick house in Fort Worth, Texas.
  - 2,500 S.F. Single family one story stucco house in Lancaster, Texas.

- **Jan. 2003 – Jan 2004      Omega Contracting Inc. OCI      Dallas, Texas**  
*Project Designer and architecture Manager.*

Responsibilities:

- Based on the needs, elaborate architectural projects for the customers, to optimize the services of OCI.
- Coordinate all projects on the design and architectural needs of each project
- Supervise and coordinate project with Contractors and Subcontractors.
- Graphics presentations to the clients and concept development for each particular task.

- Projects Involved:

- 70,000 S.F new Design and for OCI new Facilities which included a 10,000 S.F. office area Dallas TX
- 20,000 S.F. New industrial building addition to a Dallas based Mexican produces Company.
- 70,000S.F. New and first Grand Bus Terminal for the Dallas/Fort Worth area.
- 240,000 S.F. Shopping Mall for the Mexican Community. In Dallas TX
- Four new corporate office Building project of 20,000 S.F. Each, Dallas TX
- 7,000 S.F. Single Family Project Cedar Hill TX.
- New golf course Club house .Oklahoma, OK.
- And several single family houses for low income people Dallas, TX.

- **Feb. 2003 – Jan 2004      Solara Doors and lanterns      Dallas, Texas**  
*Project Designer*

Responsibilities:

- Coordinate new design with custom builders
- Construction documents for production manager.
- 3-D Graphics presentations to the clients.

- Projects Involved:

- Iron forged doors, lanterns and rails designer for The Gaylord Resorts Grape Vine Texas.
- Iron forged doors, lanterns and rails designer for The ZAZA hotel Dallas, Texas.
- Iron forged doors, lanterns and rails for the Parade of Homes by the Greater Home Builders Association.
- Design of many doors, lanterns and rails for custom home builders.

- **Jun. 2001 – Jul. 2002      Humphreys & Partners Architects      Dallas, Texas**  
*Mexico & Latin-America New Business Development Director*

Responsibilities:

- Select, train and supervise the Account Executives under my responsibility to develop their highest potential in the company.
- Review reports and audits of the Account Executives to guarantee the company of the coverage of the assigned budget.
- Personal attention to the portfolio of customers to develop a plan for the sales and services that the company produces with the objective to meet the assigned budget and the needs of the customers.
- Optimize the sales and services to the customers and future prospects by monitoring the reports, in order that their architectural project investments stay in our company.
- Based on the needs, elaborate architectural projects for the customers, to optimize the services of Humphreys.

- Projects Involved:

- 250, 4 story condo project in Las Vegas, No

- 180, 4 story condo project in Orlando FL.
- 600-apartment high-density project with retail and office space in Hillsborough FL.
- 17 Story high-rise apartment tower w/ 220 units project in Dallas TX.
- 12 Story high-rise condo tower w/ 180 units in Austin TX.
- 27 Story hi-rise condo tower w/ 291 units in Minneapolis, MN.
- Two 12 story condo tower w/120 and 120 bungalows Cancun, Mexico

• **Jun. 2001 – Oct. 2005 Factory Direct Paints, LLC - Comex Paints USA: Dallas, Texas/Mexico**  
*Owner and business manager for retail store.*

Responsibilities:

- Evaluate new marketing strategies in the state of Texas and mainly in the DFW area.
- Coordinate sales with Builders and Subcontractors
- Supervise product application in job site.
- Bid estimator for major project.

▪ Projects Involved:

- Latino Cultural Center By Ricardo Legorreta.
- Several single family homes in DFW area.
- Solara Doors and lanterns Show room.
- Omega contracting new facilities

• **Nov. 1999 – Jun. 2001 Gromatzky, Dupree & Associates Dallas, Texas**  
*Designer and Production Architect Manager*

- Evaluate the market evolution where Gromatsky is competing.
- Identify new business opportunities using the analysis of the data provided by the Market Investigation Agencies.
- Develop sales target objectives and strategies for the products and services in conjunction with the Director of Sales & Marketing.
- Personal attention to the portfolio of customers to develop a plan for the sales and services that the company produces with the objective to meet the assigned budget and the needs of the customers.
- Optimize the sales and services to the customers and future prospects by monitoring the reports, in order that their architectural project investments stay in our company.
- Projects Involved:
- High rise apartments projects (Design Development, Construction doc), Houston TX.
- Office bldg. Projects (Design Development, Construction Doc), Downtown Dallas TX.
- High-rise apartments project (Design development, Construction Doc), Downtown Dallas TX.

• **Jan. 1999 – Oct. 1999 Half Associates Dallas, Texas**  
*Project Architect*

- Innovate the existing products and identify opportunities to create and launch new ones, assuring the growth of the business lines as well as their profitability.
- Optimize the sales and services to the customers and future prospects by monitoring the reports, in order that their architectural project investments stay in our company.
- Projects Involved:
- Security Separation Project, Dallas TX.
- T.A.S. Accessible Route, Dallas TX.
- Acquest, Social Security Administration Building, Albuquerque NM.
- Naval Facilities Engineering Command, Kingsville TX.
- Trinity River Project (Design Development, Translation and Planning) with Arch, Santiago Calatrava.
- Latin Cultural Center Office retail projects. (Design Development, Construction doc) with Arch. Ricardo Legorreta.
- Invensys -Lambda Electronic Factory (Construction documents), Reynosa Mexico.
- Half facilities (Design Development), Dallas, TX.

- **1996 – 1997**                      **International Congress of Architecture**                      **Mexico City**  
*Business Manager Organizer and Partner*
  - International Congress of Architecture: "12 Prophecies For The 21 Century" with the support of F.I.C.A. U.I.A, A.I.A and the Federacion de Colegios de Arquitectos de Mexico.(FECAM)

- **1994 – 1996**                      **MAC S.A. de C.V. Construction Co. & Tabac-Real States Co**                      **Mexico City**  
*Senior Designer*

- Low & Medium Income House Designs Construction and Supervision
- Real States Sales

- **1992 – 1994**                      **Sare / CB Commercial**                      **Mexico City**  
*Project Architect*

- Develop Office Buildings, Strip Centers, and Houses

**Education**                      **1993–1997**                      **Universidad Anahuac Campus Norte**                      **Mexico City**

- Bachelor of Architecture

**1995**                      **U.I.A. (Union Internationale D'Architectes)**                      **Paris, France**

- 4 Months Student Exchange with Arch. Sarah Toppelson, President of the UIA

**1994**                      **Universidad del Diseño**                      **San José de Costa Rica**

- 4 Months Student Exchange

**Honors and Awards**

- Thesis of the Museo Histórico de Coyoacan Mexico City. (1997).
- Won First Place on the development of a Shelter for Homeless children in Querétaro, Mexico for Mrs. Lolita de La Vega Foundation.
- Won First Place in contest for Sare/CB Commercial in a house/apartment community project
- Architectural Advisor for the selection of the first book of Modern Mexican Architecture Sponsored by COMEX. (1993)

**Other**                      **1997**                      **Registered Architect**                      **Mexico City**

- Fellow Associate to the Mexican Federation of Architects (FECAM, Federacion de Colegios de Arquitectos de Mexico)

**Photography was studied while in College**                      **Mexico City**

**Computer Skills**

- Ms-Office, Ms Windows, Publisher, Act, Excel, Powerpoint
- , Photoshop, 3-D Studio, Drafting Microstation , Drafting AutoCAD 2008

**Languages**

- Fluent Spanish, French and English.

