

MARINA CROCE

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CAREER PROFILE

With 20 years of experience in strategic operations leadership and 9 years in construction project management, I've developed a clear understanding of what it means to coach and develop high-performing teams. I'm passionate about building lasting business relationships and leading with integrity and clear communication.

I bring a hands-on approach to leading and managing complex construction projects, ensuring on-time and on budget delivery, while aligning with broader organizational goals. I lead with empathy, composure, and a growth-oriented mindset, fostering a values-based culture. I am known for my strong organizational and analytical skills, and my ability to maintain adaptability and clarity in high-stake environments.

CAREER HIGHLIGHTS

- **Built and scaled a business, managing \$25 million** and streamlining financial transactions across multiple companies.
- **Directed \$30 million in commercial and residential tenant improvement projects**, overseeing all phases including design, construction documentation, permitting, budgeting, contracts, schedules, and onsite construction execution.
- **Cultivated and maintained relationships with 130+ contractors, suppliers, and partners**, managing cost and quality control to ensure successful project delivery.
- **Developed and implemented a standardized onboarding and training program** for brewpub construction and openings, established cross-departmental communication workflows to streamline project management and accelerate operational readiness.

PROFESSIONAL EXPERIENCE

JANA CONSULTING | Principal Consultant | Eagle, ID | 2020 - Present

Consulting firm specializing in leadership development, construction operations, and financial process optimization.

- **Advised business owners in Architecture, General Contracting, and Construction Management** on leadership development, team optimization, and strategic growth to scale operations and improve organizational performance.
- **Streamlined financial operations** by preparing and processing over \$25 million in transactions, allowing clients to focus on revenue-generating activities and boost profitability.
- **Managed end-to-end business operations**, including client acquisition, proposal development, contract negotiation, marketing strategy, sales execution, and project delivery.
- **Provided ongoing contract administration and operational support** for a high-end \$11 million residential remodel in Aspen, CO, using Procore for a General Contractor.

PACIFIC ARCHITECTS AND ENGINEERS | Fuels Coordinator | Antarctica | 2019 - 2020

Leading provider of scientific support services with seasonal operations team deployments.

- **Managed logistics and inventory control for 13 million gallons of fuel**, analyzing end of season data across McMurdo Station, field camps, outlying stations, and aircraft operations.
- **Oversaw daily fuel operations** including bulk transfers, mechanical troubleshooting, aircraft refueling schedules, and radio communications for 30 remote field stations.
- **Led the successful transfer and real-time tracking of 7 million gallons of fuel** from ship to station within a 52-hour window, ensuring operational readiness and environmental compliance.
- **Fostered strong, collaborative relationships** while living and working in a remote science station community, contributing to team cohesion and mission success.

SAN DIEGO RESTAURANT SUPPLY | Project Manager – Build Division | San Diego, CA | 2018 – 2019

Commercial kitchen contractor specializing in design-build, project management, installation, and delivery.

- **Directed onsite project delivery**, overseeing scope, installation schedules, shop drawing and submittals, site layouts, and MEP system integration to ensure, on-time, on-budget execution.
- **Championed and finalized over \$1 million in multi-site commercial kitchen equipment installations**, leveraging Procore and Bluebeam to drive efficiency and accountability across all project phases.
- **Cultivated strong relationships with 90+ suppliers, contractors, owners, and subs**, facilitating cross-functional alignment, resolving bottlenecks, and driving accelerated project delivery.
- **Partnered with Vice President to expand market presence** by leading strategic networking, referral partnerships, bid coordination, and engaging clients during pre-construction phases.

KARL STRAUSS BREWING COMPANY | Construction Project Manager | San Diego, CA | 2013 – 2018

San Diego's original craft brewery with 10 brewpub locations across Southern California.

- **Spearheaded \$19 million in construction projects** from site acquisition through final permitting, leading internal teams and external contractors to deliver new brewpubs on time and within budget.
- **Executed 275+ capital improvement projects** across 10 locations, including large-scale repairs, facility upgrades, and software rollouts, while managing contracts, project schedules, and budgets.
- **Led RFP development, budgeting, design, and execution** for major initiatives such as new site development, brewery warehouse expansion, and brewpub tenant improvements.
- **Collaborated with the President and VP of Brewpub Operations** on strategic initiatives and oversaw regulatory compliance for 12 alcohol-licensed properties, aligning construction outcomes with organizational goals.
- **Collaborated closely with executive leadership** to provide weekly project updates, ensuring clear communication and alignment with overall business objectives.

FLEMING'S PRIME STEAKHOUSE & WINE BAR | Restaurant Manager | San Diego, CA | 2010 – 2013

SAN DIEGO PERFORMANCE EUROPEAN | Office Manager | San Diego, CA | 2008 – 2010

EDUCATION & CERTIFICATIONS

- Project Management Professional (in progress) - Project Management Institute
- 200 hr Yoga Teacher Training – ReUnify Yoga
- Blanchard Certified Leader - The Ken Blanchard Companies