



RAYMOND BRASWELL

GROUP MANAGER

Business Development & Sustainable Growth



 Raymond.B@dbmteam.com

 916.251.4717

Raymond Braswell began his career as an architect then quickly moved into the construction side of the industry. Over a 20 year period Raymond built and successfully exited two large general contracting businesses. The first one he started from scratch as the President of a newly formed GC division for a large mechanical contractor ultimately growing it to over \$400 million through securing clients such as Marriott and Disney Development Company.

Raymond joined the second firm as President at \$60 million where he quickly developed a growth strategy. By heavily leveraging preconstruction services combined with an innovative approach to talent management the business grew to over \$900 million. Some notable achievements included the construction of a \$285 million casino constructed in 14 months and exited the business through an ESOP.

After exiting his company Raymond spent several years advising real estate developers and large project owners. He improved their processes for interviewing then selecting Architects and Contractors for their projects.

Raymond now spends his time advising construction contractors across the United States on key issues including market strategy, geographic expansion, preconstruction services, business development and succession planning. Ultimately Raymond's passion is setting a contractor up for long-term sustainable growth. Raymond's unique perspective from his experience in architecture, construction and development can be an invaluable resource in assisting your company.

All relationships start with a simple conversation — if you are interested in learning more, **let's schedule a call.**