

# City Clerk Board Application

RECEIVED

MAY 16 2018

CITY CLERK

*exp 5/16/20*

Application Element	Comments
<b>Advisory Board Questionnaire</b>	
How long have you lived in the city? (Where applicable)	3 - 4 years
How does your education or experience complement the powers and duties of the board/commission?	I understand numbers and P & L's statements. I can estimate what project values should be.
Have you served on board(s) previously?. If so, what were your contribution(s) to the board(s)?	None.
What direction would you like to see this board/commission go?. What suggestions do you have?	I would have to be on the board for several meetings before I could make suggestions.
Have you ever attended a meeting of this board/commission?	None.
Are you aware of the City's adopted vision and goals for the future?. If so, what is your opinion of the vision and goals?	Yes. I think it's a well thought out plan that keeps the city a top tourist destination and fun place for the locals during the off season. Next vision could be Vision 2025 or Vision 2030 so that we stay top of mind and be the relevant place to go.
Why are you interested in this board?	My background and experiences can add value to the board.
<b>Board Member Application</b>	
Are you a registered voter?. If so, where are you registered?	In Delray Beach
List any related professional certifications and licenses which you hold:	Licensed Broker Associate BK 3234178
What Board(s) are you interested in serving?. Please list in order of preference:	Delray Beach Housing Authority Downtown Development Authority Board Education Board Green Implementation Advancement Board Parking Management Advisory Board Police Advisory Board Public Art Advisory Board
Give your present, or most recent employer and position: In addition, are you or your company a vendor with the City	Bruce Alan Realty Advisers, Engel & Voelkers
List all City Boards on which you are currently serving or have previously served:(Please include dates)	None.
Describe experiences, skills or knowledge which qualify you to serve on this board: (Please attach a brief resume)	25+ years Construction Industry Experience and 8 years of South Florida Real Estate Experience. I am problem solver who has an eye for the details.
Educational qualifications:	BA Marketing & FIne Arts/Photography, Florida Realtor, Specialty Contractor Business Owner, The Street
SIGNATURE	Alan Abramson

## Personal Information

Last Name:	Abramson
First Name:	Alan
M.I.	B
Date of Birth	.
Home Address:	151 NE 5th Ave #303
City (Home Address)	Delray Beach
State (Home Address)	FL
Zip Code (Home Address)	33483
Legal Residence:	
City (Legal Residence:)	
State (Legal Residence:)	
Zip Code (Legal Residence:)	
Principal Business Address:	151 NE 5th Ave #303
City (Principal Business Address)	Delray Beach
State (Principal Business Address)	FL
Zip Code (Principal Business Address)	33483
Home Phone:	(561) 400-9077
Business Phone:	
Fax:	
Cell Phone:	(561) 400-9077
E-Mail Address:	alan.abramson4@gmail.com

## Resume

Resume	Abramson RESUME 1-pg.doc
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# ALAN ABRAMSON

10731 Northgreen Drive • Wellington, FL 33449 • (561) 400-9077 • alan.abramson@hotmail.com

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## GENERAL MANAGEMENT / OPERATIONS / BUSINESS DEVELOPMENT

Relationship Sales • Strategic Planning • Project Management  
Team Leadership • Maximizing Profit • ROI and P&L

Entrepreneurial business building executive with hands-on experience in all facets of running a successful enterprise including image branding, project management, job/cost accounting, relationship development, and P&L control. Customer focused team builder able to effectively prioritize and manage the details with a clear understanding of how they impact the big picture.

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## PROFESSIONAL EXPERIENCE

**CLOSURE COMPANY LLC**, Woburn, MA

1989 – 2009

*Provider of high-end quality Architectural Aluminum and Glass Products.*

**PRESIDENT & CEO** (2004 – 2009)

**VP SALES, BUSINESS DEVELOPMENT & MARKETING** (1997 – 2004)

**SALES ESTIMATOR / PROJECT MANAGER** (1989 – 1997)

- Sold, marketed, developed overall departmental goals and objectives and increased sales from **\$4,000,000 to \$6,000,000 over 2 years** by leading and directing the overall sales and marketing effort, initiatives, strategies and plans for current and future marketplace objectives.
- Conducted business process assessments and developed business processes including project budget analysis and quality controls which resulted in the successful execution and management of small and large capital projects.
- Installed job costing system to track material, equipment and labor costs which ensured projects met or exceeded estimated margins. Successfully **improved profitability to 37%** gross profit.
- Analyzed the company's processes, implemented contracts with subcontractors performing field installations via a Master Contract and Job Order Agreement along with certificates of insurance per project to protect company's interests. This resulted in protecting the company.
- Proactively hunted, identified, submitted proposal, interacted, negotiated and won **\$250,000** bid for The Hanscom Air Traffic Control Tower project. Successfully modified and customized details due to discontinued product to meet FAA standards and deadline.
- Actively networked, presented, drafted detailed proposal, negotiated contract and won **\$355,000** bid with Bond Brothers, Inc.
- Aggressively bid Northeastern University Dockser Hall valued at **\$1,400,000** in pre-glazed stick built curtain wall, curtain wall entrances, wet seal composite panels, roof screens, skylights and interior glazing.
- Competitively bid Liberty Mutual Insurance Dover, NH campus valued at **\$3,200,000** in stick built curtain wall, windows, entrances and interior glazing.
- Provided estimates and designed custom extrusions for window and terrace door replacement for three 24 story high rise buildings in Boston, MA with **7,748** openings valued at **\$20,000,000** phased over 3 years.
- Led all aspects of business ranging from pre-project planning sessions to project completion for several small and large-scale projects up to **\$20,000,000**.
- Created up-to-date strategies and marketing that won competitive bidding with Suffolk Construction, Wm. A. Berry, Monitor Builders, Shawmut Design and Construction, Walsh Brothers, Barr and Barr and others.
- Liaised between management, staff, vendors, and subcontractors to provide updates regarding projects statuses and determined the necessity of change orders which streamlined and increased productivity and profitability.
- Troubleshot, analyzed, and researched client issues and complaints and quickly developed innovative problem resolutions that ensured continued client satisfaction and quality assurance.
- Handled essential day-to-day site management operations focused on delivering construction projects ahead of schedule and under budget.

### EARLY CAREER:

*Ally & Gargano Advertising Agency*

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## EDUCATION & TECHNICAL SKILLS

**BA, Marketing Major, Hofstra University, Long Island, NY**