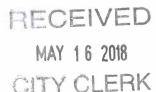
City Clerk Board Application



Southern auditorial of Original Policy State September 2019		GITY CLERK
	Application Element	Comments exp 5 16 20
Advisory Board	d Questionnaire	
	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.
Board Member	Application	
	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 adition, 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 serverd:(Please include dates)	None.
	qualify you to serve on this board: (Please attach a	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 Inform	nation	
	Last Name:	Abramson
	First Name:	Alan
	M.I.	В
	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

ALAN ABRAMSON

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

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.

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