

Robert J. Albano

3311 Oakellar Avenue

Tampa, Florida 33611

813-695-0236

Ralbano@tampabay.rr.com

Objective **To obtain a position in upper management or sales with a commercial or residential construction company.**

Profile

- Over 30 years experience in the construction industry.
- Ability to direct projects from concept to fully operational status.
- A motivated, goal-oriented individual with strong leadership capabilities.
- Proven ability to work in unison with staff, supervisors and production crews.
- Reputation for commitment to the task at hand.
- Known for being a persistent, highly organized and detail-driven problem solver.
- Proven experience with sales and design.
- Highly involved with community non-profit organizations.

Education **B.S. Business Administration - Finance**, University of Florida
State Certified Building Contractor, Class A, Class C, Commercial Swimming Pool
Leadership School, National Spa and Pool Institute
Xactimate, Estimating Software

Relevant Experience & Accomplishments

Sales, Marketing and Design

- Responsible for sales and design generating over \$3,000,000 per year in sales for Riviera Pools, a local Tampa Bay area swimming pool contractor.
- Utilize drafting and design skills with several CAD based programs.
- Responsible for all marketing, sales and design work for Vizcaya Custom Homes, a residential construction company.
- Held the position of sales manager for the largest volume swimming pool construction company in the Bay Area. Responsible for all marketing and promotions. Oversaw up to seven sales personnel. Maintained retail price lists and set up job cost estimates for each project.
- Public Relations Committee chairperson for non-profit organization responsible for newsletters, web design, DVD presentation and comprehensive marketing plan.
- Developed and managed marketing materials and web sites for three non-profit organizations, Vizcaya Custom Homes, Paradise Contractors and Riviera Pools.

Management/Supervision

- Operated all facets of Vizcaya Custom Homes, a residential construction company, to include operational budgets, general and job cost accounting, and estimating. Covered all areas of project management from site selection, design, contract negotiations and financing through construction and start-up. Developed all residential and subcontractor contracts.
- Construction manager for a local insurance restoration contractor. Managed multiple commercial and residential construction and insurance restoration projects.
- Operated all facets of Paradise Contractors, a residential and commercial swimming pool construction company, to include operational budgets, contracts, general and job cost accounting, estimating, project management, warranty and service.
- Designed, programmed and implemented a multi-station computer system for a swimming pool construction company in the mid 1980's. This system tracked job costs, adjusted retail price lists, issued purchase orders and invoices and processed all general accounting functions. This software system turned out to be the prototype for many of the construction industry accounting packages used today.
- Formulated, organized and implemented organizational structures and detailed job descriptions for all board positions and committees for three non-profit organizations.

Employment	Design Consultant, Riviera Pools, Inc., Tampa, Florida <i>2000-present</i> <ul style="list-style-type: none">• Provide design services and sales for swimming pool projects.
	Owner, Vizcaya Custom Homes, Inc., Tampa, Florida <i>1991-present</i> <ul style="list-style-type: none">• Oversee all operations of residential construction company building two to five projects per year.
	Construction/Project Manager, Fireline Restoration, Inc., Tampa, Florida <i>1997-2000</i> <ul style="list-style-type: none">• Managed multiple commercial and residential construction and insurance restoration projects.
	Owner, Paradise Contractors, Inc., Tampa, Florida <i>1987-1997</i> <ul style="list-style-type: none">• Oversaw all operations of a commercial and residential swimming pool construction company averaging 75 projects per year.
	General and Sales Manager, Emerald Pools, Inc., Tampa, Florida <i>1981-1987</i> <ul style="list-style-type: none">• Initially hired as General Manager to organize and standardize the company's job cost accounting and retail price lists. Also held the position of Sales Manager and was responsible for all marketing and sales personnel. Developed and oversaw the installation of a multi-station computer system to handle accounting, purchase orders, invoicing and job cost accounting.

Community Involvement	Angels Unaware, Inc., <i>Vice President, Board of Directors.</i> Member since 2000. Held offices of President for five years. Public Relations and Auxiliary Committees chairman.
	H.A.L.O. Foundation, <i>President, Board of Directors.</i>
	Krewe of Tronando, <i>President, Board of Directors.</i>
	National Spa and Pool Institute, <i>Past member.</i> Held the office of Vice President for several years. Region VII board member for two years.

Honors & Awards	Person of the Year, <i>Non-profit Organizations,</i> Tampa Bay Business Journal 2003
----------------------------	---