

Allan J. Iosue

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Business Development/Operations Professional

Dynamic and results-focused business development/operations leader with a record of achievement in creating new business leads and managing the operations of specific departments, within highly competitive markets. Exceptional communicator with proven competencies in improving organizational productivity and operational synergies. Recognized for the ability to lead the professional development of diverse individuals and support a team oriented approach. Aggressively identify opportunities, develop focus, and provide tactical business solutions. *Core professional competencies include:*

Land Development Experience
Consultant and Contractor Management
Prospecting & Lead Generation
Customer Relationship Management
Staff Development and Management

Key Account Acquisition & Retention
Cross Functional Leadership
Strategic Sales & Marketing Campaigns
Design-Build Capabilities
Executive Presentations & Negotiations

PROFESSIONAL CAREER & KEY ACHIEVEMENTS

POND & COMPANY - Jacksonville, Florida

Mar 2011-Present

Multi-Discipline Design/Construction Firm providing professional services throughout the Southeast

DIRECTOR OF DEVELOPMENT

Led all Marketing and Business Development for the Florida market for multi-disciplined professional services. Successful results within Education, Municipal, State/Local Agencies, FDOT and Federal markets. Reported to Managing Partners and coordinated with Department Heads for successful campaigns. Identified revenue opportunities with new and existing clients. Created strategic partnerships with other related companies to successfully bring new clients to the firm's portfolio. Focused on current client retention and new client opportunities.

Selected Accomplishments:

- ◇ Improved position within the Florida market transitioning from a nearly unknown firm to the firm to beat in multiple markets.
- ◇ Successfully brought new leads and business opportunities to the firm through cold calls, partnering, and networking.
- ◇ Coordinated strategic marketing campaigns, managed conference representation, and focused business development process.
- ◇ Served as Project Manager on multiple projects with FDOT, City of Jacksonville, NAVFAC Southeast and other clients.
- ◇ Created the business plan and grew a Transportation group from \$0 in revenue to \$5 Million in 3 years.
- ◇ Recruited top talent in multiple disciplines.
- ◇ Pre-marketed, formed JV, created marketing theme, led creative design and won \$53 Million JTA Transit Center.

CONNELLY & WICKER, INC. - Jacksonville, Florida

Jan 2007-Mar 2011

Multi-Discipline Design Firm providing professional services in the Southeast

VICE PRESIDENT BUSINESS DEVELOPMENT/LANDSCAPE ARCHITECTURE

Provided all Business Development/Landscape Architecture support for three regional offices for multi-disciplined professional services. Reported to Managing Partners and coordinated with Department Heads for successful campaigns. Identified revenue opportunities with new and existing clients. Created strategic partnerships with other related companies to successfully bring new clients to the firm's portfolio. Structured strategic proposals, negotiate business terms, and closed sales transactions. Leverage market knowledge and experience to help clients maximize their returns on capital assets. Functional areas of responsibility included operations, sales, marketing, landscape architecture, and business development.

Selected Accomplishments:

- ◇ Landed major contracts with Government and non-Government agencies in order to create a successful business unit.
- ◇ Successfully created a marketing brand for the company by re-designing the company website and marketing materials.
- ◇ Created a professional business development process and strategic marketing campaign.
- ◇ Managed all Landscape Architecture projects

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KB HOME - Jacksonville, Florida

July 2005-Nov 2006

*National Home Builder***DIRECTOR OF LAND OPERATIONS**

Led the Land Development team's operational efforts and supported the Sales and Marketing Department in all marketing efforts related to new community openings and model homes. Created neighborhood opening procedures and assisted marketing department with pre-function announcements and coordination. Held seat at the Divisions operational weekly meetings in which decisions were made regarding ROI and positions in our market. Managed inter-department relationships with Sales and Marketing, Construction, and Division leaders. Managed schedules and budgets of multiple projects, as well as professional consultants and contractors. Identified cost savings techniques for the Land Development department as part of the national Pathfinder program. Retained client relationships and mentored employees.

Selected Accomplishments:

- ◇ Successfully delivered and opened multiple communities on time and on budget.
- ◇ Created a structured project opening process in which all departments participated.
- ◇ Managed over \$3 million in contracts.

PULTE HOMES - Jacksonville, Florida

Jan 2004-July 2005

*National Home Builder***DIRECTOR OF LAND DEVELOPMENT**

Led the Land Development efforts for developing over 13 new communities in less than 18 months. Responsible for inter-department relationship communications. Supported the Sales and Marketing Department in successful community openings and model home openings. Directly managed professional consultants and all contractors for each community. Held weekly meetings with consultants and contractors to keep projects on schedule and on budget. Hired and mentored development staff. Responsible for maintaining relationships with land owners and future clients. Worked closely with Customer Relations department in order to keep our division as the J.D. Power leader in our market. Reported directly to the VP of Land and to the President of the Division.

Selected Accomplishments:

- ◇ Successfully delivered and opened multiple communities on time and on budget.
- ◇ Created a structured project opening process in which all departments participated.
- ◇ Developed and managed the first Del Webb community in North Florida.
- ◇ Managed over \$5 million in contracts.

EDUCATION/AFFILIATIONS

STATE UNIVERSITY OF NEW YORK
COLLEGE OF ENVIRONMENTAL SCIENCE AND FORESTRY
Syracuse, NY

Bachelors of Landscape Architecture

STATE UNIVERSITY OF NEW YORK
ALFRED STATE COLLEGE
Alfred, NY

Associates in Architecture**Trustee member of the Jacksonville Chamber****JAX Alliance Member****Chair of the Context Sensitive Street Standards Committee – City of Jacksonville****Member of American Society of Highway Engineers****Member of Florida Engineering Society****Member of Florida Institute of Consulting Engineers****Transportation Committee Member – FICE****Member of American Society of Landscape Architects****Chair of FLASLA Gov't Affairs Sub-committee for Transportation**