



LAWRENCE “JAKE” LA FOND

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Dear CEO, President, Director of Human Resources,

Having over 19 years of experience, as a senior level Project Manager, my career has provided me with the opportunity to create and facilitate numerous projects of great diversity in unique and creative ways. The scope of many of these projects has often ranged between \$150K to \$1M.

My extensive knowledge of the industry, along with Project Management and extraordinary organizational skills has given me the ability to develop programs that deliver results. I have a thorough understanding of what is required to meet client expectations and the importance of ensuring exceptional service.

My career has allowed me to take on key responsibilities in design, fabrication and production of the projects outlined in my online Portfolio. These challenges are one of the primary reasons that I find this industry so vital and exciting to be a part of. My goal is to secure a position with a company that both acknowledges accomplishments and is dedicated to client satisfaction.

Should you find this Resume and Portfolio of interest, I would welcome the opportunity of meeting with you so that we may discuss my qualifications in greater detail, and how I may be of benefit to your company.

Sincerely,

Lawrence “Jake” La Fond



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Project Management
Account Executive
Contract Negotiations
Estimating
Purchasing Agent
Project Scheduling
Fabrication &
Engineering Design
Quality Control
Graphic Design
Technical Illustration
Supervision of
Fabrication Teams

OBJECTIVE

The opportunity to apply 19-years of exceptional performance in: Account Management, Project Management, Graphic Design, Fabrication and Engineering Design, Fabrication Supervision and most importantly “Client Satisfaction” in a creative industry.

PROFILE

- Outstanding success in building and maintaining relationships with key corporate decision makers, developing large volume, high-profit accounts with excellent retention and loyalty, with many of the projects approaching or exceeding 1 million dollars.
- Exceptionally well organized with a track record that demonstrates self-motivation, lateral thinking, creativity and initiative to achieve both personal and corporate goals.
- Expert in planning and development with a vast knowledge of the custom fabrication industry and the capabilities and complexities it has to offer.
- Excel at skills in project creation, planning, scheduling and direction, regardless of any size or complexity.
- Experienced at leading teams of up to 50 professionals.

PROFESSIONAL EXPERIENCE

Responsible for the total management of projects beginning with: Client contact and assessment of their needs, estimating the project, fabrication design, material procurement, interface with engineering, floor supervision of staff, installation supervision through contract close out.

- Administered many of the company's larger and more prestigious projects in which total professionalism and attention to detail was paramount.
- Developed a close relationship between the client and the company to insure their comfort level with the project progress and the ultimate success of the project.
- Directed both in house and sub-contract labor as required.

2007-1999 **CINNABAR**, Orlando, FL

Themed Environments, Architectural Signage, Commercial & TV Sets, Exhibits, Outdoor Advertising, Marketing Displays

1999-1997 **DESIGN COMMUNICATINS LTD.**, Orlando, FL

1997-1987 **DESIGN COMMUNICATINS LTD.**, Boston, MA

Architectural Signage, Wayfinding Programs, Commercial Sets, Themed Environments

EDUCATION

Art Center College of Design – Los Angeles, CA – Graphic Design Major
19 years of “Hands On Management Experience” in a myriad of diverse disciplines.

TECHNICAL SKILLS

Corel Draw Suite, MS Word, Excel, Project, Some CAD