

# Robert Wallman, M. Arch, LEED AP

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**PROFILE** | Architect and executive leader with 12 years of experience guiding an award-winning architectural firm through growth, transition, and national recognition.

## **Chief Executive Officer | 2018 to Present**

Associated Architects Inc. | Sometown, ST

- . analyzed competitors to drive market repositioning establishing the firm's national brand as sustainability-focused, expanding private-sector contracts increasing revenue from \$40M to \$60M within five years
- . designed and implemented a performance-based structure aligning creative output with financial results, reducing project overruns and stabilizing profit margins
- . negotiated partnerships exceeding \$200M in total project value, emphasizing civic architecture that integrates form, function, and environmental responsibility, appealing to ESG-aligned investors
- . introduced and operationalized digital forecasting and reporting systems that cut decision lag and improved design-to-build speed by 18% in under three months
- . elevated firm visibility and market demand through award-winning civic designs recognized by PAIC and featured in DesignViews Periodical for innovation in sustainable design

## **Director of Design & Strategy | 2013 to 2018**

Architect Company Inc. | Sometown, ST

- . translated sales activity into long-range revenue projections to build the firm's five-year strategic plan merging architectural innovation with measurable growth targets, expanding its project portfolio by 45%
- . standardized sustainability protocols across all new designs, setting LEED Gold as the firm's baseline commitment and exceeding expectations by 12% at Q3 close
- . tested and integrated BIM and AR tools into design reviews, improving client communication, accelerating approval timelines, ultimately reducing design revisions and shortening approval cycles for expediency
- . strengthened external partnerships with engineers and developers through coordinated pre-construction planning and scope alignment, reducing cost overruns and increasing profit margins by 22%
- . mentored a generation of architects who now hold senior roles, proving my investment in people as the foundation of firm legacy

## **EDUCATION**

Master of Architecture | University of Somewhere

Bachelor of Environmental Design | University of Somewhere

## **CREDENTIALS**

Licensed Architect, PAA (Provincial Association of Architects)

LEED Accredited Professional (LEED AP)