

# Andrew Normand

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Aesthetically inclined professional with 5+ years of experience in managing various projects, determining client specifications, taking site inventory and analysis, preparing and presenting plans, and coordinating with contractors and landscape workers. Possess expertise in design consultations, technical drawing, and client relationship management, along with an ability to meet and exceed clients' expectations.

## Education/Certifications

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**Master of Fine Arts in Landscape Architecture**, Academy of Art University, Spring 2025

**Bachelor of Science in Business**, University of Redlands, to June 2018

**AutoCAD I:** Virtual Design and Construction Institute @ UCSD Extension | AutoCAD I: Introduction

**Revit I:** Virtual Design and Construction Institute @ UCSD Extension | Revit I: Introduction

## Professional Experience

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**Sonshine Landscape Company | Temecula, CA**

**Landscape Designer / Sales | January 2020 to September 2023**

- Identify and discuss requirements while fulfilling customers' expectations through consultation on project needs to ensure successful designing and building of a desired landscape
- Update and maintain industry knowledge through regular research, learning, and networking to enhance expertise and improve knowledge of landscape best practices for advising and guiding hundreds of clients
- Collaborate and cooperate with all departments to facilitate seamless communication and information flow along with providing detailed documentation and specification of project plans to expedite the overall construction process, resulting in completion within budgetary and time constraints
- Administer construction assignments/projects through orderly scheduling of subcontractors and swift materials' deliveries to drive efficiency and productivity
- Maximize company's brand and digital presence by redesigning the company logo, optimizing the website, and listing/featuring on high-end third-party websites, leading to more than \$1M in sales in the first year

**Pacific Crest Landscape | Wildomar, CA**

**Landscape Foreman | May 2018 to January 2020**

- Gained, increased, and utilized in-depth knowledge of residential landscape installation techniques and best practices to increase product offerings and quality of installations, resulting in positive experiences and feedback
- Prioritized tasks and completed assigned duties in timely manner to manage workload effectively, thereby contributing towards healthy work environment and fulfillment of clients' expectations
- Spearheaded construction crews of up to 6 members through observation, involved instructions, and skill development to enhance coordination and retain efficient laborers within the company
- Interacted with customers by serving as the first point of contact to cultivate customer confidence and gain trust, leading to increased repeat/referral business

## Additional Experience

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CVS Pharmacy | Shift Supervisor

- Provided leadership, direction, and oversight to a team of 12 members to maintain optimum performance and realize operational effectiveness.

## Core Competencies

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Landscape Designing, Project Management, Client Consultations, Needs Analysis, Team Leadership, Staff Collaboration, Cost Control & Minimizations, Construction Management, Estimating & Budgeting

## Technical Skills

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Sketchup, Revit, AutoCAD, Adobe InDesign, Adobe Photoshop, Drafting, Sketching