

# Andrew Normand

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Temecula, CA 92592 | 951 760 6180 | hire@andrewnormand.info | portfolio: andrewnormand.info

Aesthetically inclined professional with 5+ years of experience 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, conceptual and technical drawing, client relationship management, and meeting and exceeding clients' expectations.

## Education/Certifications

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

Elected Vice-President of ASLA student chapter, Spring 2024

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

## Professional Experience

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**Robert Taft and Associates | Temecula, CA**

**Landscape Architect Intern | February 2024 to Present**

- Refine concept drawings in Autocad
- Draw and render concept sketches
- Assist in design process on as needed basis

**Sonshine Landscape Company | Temecula, CA**

**Landscape Designer / Sales | January 2020 to Sept 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 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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San Francisco Flower and Garden Show 2024

- Award winning garden 'Subsume', designed and installed with ASLA student chapter at AAU

## Core Competencies

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Client Consultations, Site Inventory & Analysis, Concept Development, Technical Plan Development, Site Engineering, Staff Collaboration, Value Engineering, Construction Management, Estimating & Budgeting

## Technical Skills

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Hand Rendering, AutoCAD, SketchUp, Adobe Creative Suit, Microsoft Office