

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, PV

- engaged decisive marketing to reposition the firm as a sustainability-focused national brand, expanding municipal and private-sector contracts and increasing revenue from \$40M to \$60M within five years
- identified project-overrun origins and implemented a performance-based structure aligning creative output with financial results, reducing overruns 28% in 3 months and stabilizing profit margins
- culled business relationships and sources to negotiate partnerships exceeding \$200M in total project value, emphasizing civic architecture that integrates form, function, and environmental responsibility
- designed and introduced digital forecasting and reporting systems that cut decision lag and accelerated design-to-build speed by 18% in under 4 months, facilitating time and revenue regeneration
- elevated the firm's visibility through award-winning civic designs—recognized by PAIC and featured in DesignViews Canada for innovation in sustainable design leading to new client onboarding

Director of Design & Strategy | 2013 to 2018

Associated Architects Inc. | Sometown, PV

- built the firm's five-year strategic plan that merged architectural innovation with measurable growth targets, expanding the firm's project portfolio by 45% overall
- standardized sustainability protocols across all new designs, setting LEED Gold as the firm's baseline commitment; exceeded expectations by 12% at 3rd quarter close
- integrated BIM and AR tools into design reviews, improving client communication and accelerating approval timelines consequentially
- strengthened external partnerships with engineers and developers, boosting profit margins by 22% through collaborative project management
- mentored a generation of architects who now hold senior roles—proof of 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)