

RESUME FOR WILLIAM "PAUL" VALENZUELA

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Professional Summary

I have worked in the sign industry for 33 years and have had the pleasure of working alone side some of the most knowledgeable and interesting people. The thing that sets me apart from most people on our industry is that I have made it my goal to learn every aspect of the sign business. I started in design straight out of technical school and did this for about 4-5 years. From there I moved on to installs, service and fabrication, which I performed for about 9-10 years. For the last several years I have been working in project and production management as well as sales.

Please allow me the opportunity to bring my experience and knowledge to strengthen and build your workforce as well as your customer relations. Thank you and I look forward to working with you.

Skills / Equipment / Programs

Skills

- Skilled in the design, graphics application, install, service and final assembly process.
- Extensive experience with fabrication tools and equipment.
- Computer proficient.
- Customer relations building, negotiations, follow up.
- Knowledge of city codes, performing field surveys, blue staking and acquisition of permits.
- Project management, production management, as well as fabrication, install, and service management.
- Great communication skills and very well organized.

Equipment

- Elliot 60, 85 • Radocy ladder lift • Versalift bucket truck • Altec bucket truck
- Swing stage • Jet 10ft brake • various 10ft hydraulic and electric shears
- HP and Mutoh large format printers • laminators • Graghtec and Gerber plotters
- Millermatic 251 • Gerber 408 CNC router • Durst table printer • Skyhoist 90

Programs

- Service fusion • Square coil • Adobe illustrator • Photoshop • Art path
- Corel draw • Onyx • Flexisign • SignLab • Excel spreadsheet • ADP
- Composer

Royal Sign
2631 N 31st ave., Phoenix, Az. 85009
480-278-6286
Supervisor/Owner: Dane Alvord

Project manager/Sales: 5/27/2024 to 8/23/2024

Responsible for maintaining existing house accounts, repeat and referral customers, and to help with new sales calls that come in daily.

Bluemia
685 W LaVie Lane, Tempe, Az., 85284
480-317-1333
Supervisor: Frank Renteria

Install manager: 6/26/2023 to 5/23/2024

Responsible for leading assigned team members (typically 15-20) and contractors to ensure the safe, high-quality delivery of blue media products and services.

Identify, develop, and implement processes that support continuous improvement within bluemia field installation team.

Actively participate in customer and leadership team meetings as assigned to provide subject matter expertise.

Lead operational improvement initiatives for field installation team.

Document critical processes and provide appropriate training as required.

Review and ensure accuracy of weekly timecards through ADP.

Process and approve requests for time off through ADP.

Execute all duties assigned to me.

Notable Projects

- ASU rebrand to Mountain America Stadium
- F1 racing in Las Vegas • Super Bowl LVIII in Las Vegas

Christy Signs
3145 N 33rd ave., Phoenix, Az. 85017
602-242-4488
Supervisor: Scott Frazier

Field operations manager: 9/2018 to 4/2022

Responsible for onsite surveys, converting onsite drawing(s) to digital format for permit use. Also performing various installation duties such as installation of channel letters, monument signs, interior and wayfinding packages for residential and commercial applications.

Performed all large scale graphic installs, as well as occasional service calls and production in the fabrication and design department, setting up files, plotting vinyl and install patterns when necessary.

Notable projects

- IKEA
- Bank of America rebrand
- Emerald Center

Arizona Commercial Signs
3006 N Maple st., Mesa, Az., 85215
480-921-9900
Supervisor/Owner: Scott Hudson

Production manager: 4/2016 to 9/2018

Worked as the production and service manager, setting up and maintaining the work schedule for installs as well as production and service. Estimating, ordering materials and job costing.

Responsible for the final quality control and successful completion of projects. Position requires supervision of 15-20 employees in various departments including paint, fabrication, graphics, assembly, CNC router, installs and service

Notable projects

- Mountainside Fitness • LA Fitness • Arizona Mills rebrand • Salad and Go
- Superstar Carwash • Dutch Bros. Coffee

Summit West Signs
4049 W Presidio St., Mesa, AZ., 85215
480-926-3465
Supervisor/Owner: Dana Duncan

Project manager/Service manager: 9/2014 to 4/2016

Returned to Summit west as project manager, coordinating various jobs between customer, sales, production team and install. I reviewed all conceptual drawings and converted to scaled, working, structural drawings that fabrication could build off of.

Collaborate with the fabrication and install managers to accurately and efficiently establish a job plan.

Performed all field and technical surveys, responsible for the entire permit process from gathering the onsite information needed to submit an accurate permit application to meeting with city officials for final inspections.

Responsible for the service department, taking customer calls, creating estimates, and scheduling service calls. I have extensive background in service/maintenance of all signage and lighting components.

Responsible for any overflow design requests.

Notable projects

- Roosevelt school district EMC sign project.

Trademark Visual
3825 S 36th St., Phoenix, Az., 85040
602-272-5055
Supervisor: Laura Eggen

Production manager/Fabrication/Install/Graphics: 9/2008 to 7/2013

Worked as field operations manager, scheduling, coordinating with customers and sales or project manager. Training of new employees and verifying completion of various jobs ranging from channel letters, monuments, interior displays and wayfinding packages.

Responsible for field surveys, meeting with inspectors, blue stake verification, service calls as well as other tasks associated with the position.

Worked in the fabrication department, setting up production files such as mounting hole placement, penetrations, pan channel acrylic faces. Anything that was associated with the CNC router.

Worked in fabrication, building channel letters, RPC letters, directories, monuments, interior displays and wayfinding packages.

Notable projects

- Alliance Bank • Cancer treatment center of America • SkySong • Waste Management open • Amazon fulfillment • Scottsdale Quarter • Premier outlet mall

Summit West Signs
4049 E Presidio St., Mesa, Az., 85215
480-926-3465
Supervisor/Owner: Dana Duncan

Graphics, Install, Fabrication and Service manager: 12/2002 to 9/2008

I started as Graphics manager supervising all jobs related to vinyl department, creating production files generated from conceptual drawings produced by art department. Ran plotters, laminators, Gerber foil printer.

Applied vinyl graphics for vehicle wraps, banners, windows, wall graphics, etc.

After 2 years in the graphics department, a position opened as install manager which I maintained for the next 2 years. In this position, I coordinated projects between customers, sales staff, vendors, general contractors, fabrication and install team.

I performed field surveys, ordered and verified blue staking. Scheduled and supervised (4) install crews and performed all final inspections.

I was responsible for the maintenance of all install and service trucks including inventory, certifications, and appearance.

Coordinated with fabrication manager to construct product to efficiently install in field based off my field surveys.

After 2 years as install manager, I requested to move to fabrication as this was an area which I had been most interested in. I worked as fabricator for about a year, then became fabrication manager as well as router operator. My responsibilities were setting up production files associated with fabrication such as router files, lamp placement, and estimating and ordering of all materials and stock.

Setting up neon files, led footage, verifying types of ballasts and transformers to properly illuminate monuments, lettersets, etc.

Notable projects

- Las Vegas airport terminal D
- Phoenix metro lightrail
- Phoenix art museum

Education

Phoenix Institute of Technology • 3.4 GPA • Associates degree in Architectural Design class of 1992

Winslow H.S. class of 1990 • Basic studies and member of the Industrial Arts program studying in drafting.