

# Robert J. Saraceno

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## Summary of Qualifications

- 39 years as a member of Ironworkers Local #7, Boston, MA
- 28 years of business ownership, completing \$160 million of steel erection contracts
- Superior management skills, extensive experience with; contracts, insurance, risk management, safety programs, customer relations, labor relations, union negotiations, office & field operations, sales, scheduling, legal, accounting, banking, cash management, accounts receivable, accounts payable and payroll.

## Experience and Accomplishments

- RJS Consulting Services 1/08 to Present
- Saraceno Development LLC 3/98 to 7/08
  - Owner / Manager /68 unit residential sub-division
- Boston Steel Erectors, Inc. 8/97 to 1/02
  - President / Owner
  - Sold & administered \$60 million of steel erection contracts
- S & S Steel Erecting Company Inc. 7/92 to 10/95
  - President / Co-Owner
  - Erected 16,000 tons of structural steel at South Station, Boston, MA on a 24/7 schedule, under extremely dangerous conditions
  - Close co-ordination with Perini, City of Boston, Amtrak, US Postal Department and MBTA
- United Steel Erectors, Inc. 1/80 to 11/90
  - CEO / Co-Owner
  - Completed over \$90 million of steel erection contracts
  - Featured twice in Engineering News Record Magazine
- Beaver Builders 4/78 to 1/80
  - Assistant Superintendent / Meadow Glenn Mall
- Kurtis Steel Erectors, Inc. 6/75 to 1/80
  - General Manager reporting directly to the President / Owner
  - Outside Superintendent managing 120 union ironworkers on several steel erection projects simultaneously
- Local #7 Ironworker 11/69 to Present
  - Apprentice, Journeyman, Foreman, General Foreman, Retiree
- U.S. Army Reserve National Guard 10/69 to 11/75
  - Honorable Discharge