

Application to Serve

Committee Choice

Which Boards would you like to apply for?

Parks and Recreation Advisory Committee: Submitted

Qualifications required for the MPO SUP Advisory Committee Position.

Profile

IrisR Aloia

First NameMiddle InitialLast Name

2010 Wild Lime DR

Street AddressSuite or Apt

SanibelFL33957

CityStatePostal Code

Mobile: (425) 877-6063

Primary PhoneAlternate Phone

iraloia@icloud.com

Email Address

NUMBER OF MONTHS RESIDING ON SANIBEL ANNUALLY

12

Year Round Resident

☒ Yes ☐ No

Michael Saunders & CompanyReal Estate Agent

EmployerOccupation

BACKGROUND: (EDUCATION & EXPERIENCE)

Required Information

My background blends business education with decades of hands-on experience in the building industry. I studied Business at the University of Alaska Fairbanks, which gave me a strong foundation in planning, budgeting awareness, and organizational decision-making — skills that translate well to evaluating community needs and long-term recreational planning. Professionally, I spent many years as a Territory Sales Manager for major building-product manufacturers across the Western United States and Canada. That role required a deep understanding of construction materials, project coordination, and how facilities are designed, maintained, and improved over time. It also strengthened my ability to work with diverse stakeholders and balance practical needs with long-term community goals. I also hold the Certified Green Professional (CGP) designation, reflecting my commitment to sustainable building practices and environmentally responsible design. Those principles align closely with Sanibel's values and the thoughtful stewardship required for our parks, trails, and recreational spaces.

[Iris_Res_2026.pdf](#)

Upload a Resume

COMMUNITY INVOLVEMENT

Required Information

I'm actively engaged in community service and local leadership here on Sanibel. I currently represent the City of Sanibel on the MPO Citizen Advisory Committee, attending monthly meetings in Cape Coral and advocating for transportation priorities that support safety, connectivity, and quality of life for our island residents. In 2025, I was elected to the HOA Board for the Sanibel Bayous Community, where I work closely with neighbors on property stewardship, community standards, and long-term planning. I also serve as President of the 1149 Periwinkle Commercial Condo Association, helping guide maintenance decisions, budgeting, and coordination among business owners. Beyond formal roles, I volunteer with SCCF through native plantings, beach cleanups, and other conservation-focused efforts. Giving back to the island's natural environment is important to me, and I enjoy being part of hands-on work that supports Sanibel's mission of preservation and responsible care.

WHY ARE YOU INTERESTED IN THIS APPOINTMENT?

Required Information

I've learned through my work on the MPO-CAC that local representation truly matters. When concerns came up about the new speed meridians on San Carlos Blvd., I suggested adding reflective yellow paint to improve nighttime visibility — a simple, inexpensive fix that made a real difference. Seeing that recommendation implemented reminded me how meaningful it is when community members stay involved and help shape practical solutions. I'm interested in serving on the Parks and Recreation Advisory Committee because I use our parks and trails several times a week, and I care deeply about the spaces that make Sanibel such a special place to live. Whether it's picking up trash along a trail or filling in turtle holes on the beach, I try to do my part to keep our island safe, clean, and enjoyable. Those small, everyday actions reflect how much I value what Sanibel offers — not just for residents, but for visitors who come here to experience the same beauty and peace we're lucky to enjoy. I'd like to bring that same hands-on mindset, along with my experience in community leadership, to support the City's efforts in maintaining and improving our parks, trails, and recreational areas. Contributing to the care and future of these shared spaces feels like a natural extension of how I already engage with the island.

MPO Application to submit for your respective Advisory Committee

Please be certain you have completed the "Background: (Education & Experience)", "Community Involvement", and "Why Are You Interested In This Appointment?" text box fields before submitting your application. Thank you.

Please Enter In Today's Date

July 27, 2027

Name of Applicant

Iris R Aloia

Iris R. Aloia
2010 Wild Lime Dr. Sanibel, FL 33957
PH. 425-877-6063
Iraloia@icloud.com

Sales Management

Consistent record of achievement driving significant revenue, market share and year-over-year profit for leading companies in the highly competitive building industry. Strategic thinker adept at cultivating and managing regional and international account relationships.

Professional Experience

- New business development
- Contract negotiations and closing strategies
- Consultation and solution sales
- Program development
- Forging strong business relationships
- Strong mentor and coach
- Deep technical product knowledge

Michael Saunders Realty (Formerly VIP), SANIBEL, FL
Real Estate Sales Agent

2024-Present

Saint-Gobain North America, MALVERN, PA
Territory Sales Manager

2015-2021

Established and increased territory sales for CertainTeed exterior products group representing siding and roofing in the states of: WA, OR, ID, MT, WY, NV, UT, NM, AZ, CA, AK & HI. Promoted products to distributors, builders, architects and general contractors increasing sales and distribution channels within the territory.

- Developed new distribution channels throughout the territory with key new distributor locations in AK, HI and CA resulting in an 80% increase in sales.
- Increased architectural specifications for several new commercial developments, resulting in an increase in sales of over 60% within the first two years.
- Increased customer loyalty and retention by over 40% within first year. Resulting in a sales increase of over two million.
- Conducted quarterly distributor reviews to develop updated sales targets. Involved in establishing target goals, evaluating monthly reports and partnering with distributor representatives.
- Represented CertainTeed in annual national trade shows and in several local trade shows becoming the product expert.
- Developed educational training programs for contractors on the proper installation techniques, created AIA CE accredited courses for architects and created training programs for distributors to help them in their sales and training for their employees.

Aristech Acrylics LLC, FLORENCE KY
Regional Sales Manager

2011-2015

Manage territory development throughout the Northwest region. Develop sales initiatives with a focus on growing new, existing business, and increasing product awareness among Distributors, A&D and Fabricator community in the states of, WA, OR, AK, ID, MT, WY and BC, AB, SK, MB Canada.

- Instrumental in the turnaround of an under-performing territory. Developed a new regional strategy and built strong trust relationships among clients resulting in an overall sales gain of 50% in the first year.
- Pioneered the first sub-distributor market program in the state of Alaska producing a 42% sales gain year over year to date.
- Key contributor of Microsoft Dynamics CRM system. Compile data for analysis and identification of strategic opportunities, project tracking and sales and revenue forecasts.
- Conduct quarterly distributor reviews and contribute to the overall sales targets. Involved in establishing target goals, evaluating monthly reports and partnering with distributor representatives.
- Grew the architectural business through targeted sales initiatives designed to boost product specifications and increase product awareness among architects, design firms, fabricators and millwork companies.

Vetrazzo LLC, RICHMOND CA
Regional Sales Manager

2009-2010

Directed professional energy toward a more sustainable planet by passionately promoting and representing products and programs through distributors and dealers in the states of, WA, OR, ID, MT, AK and western Canadian Provinces.

- Developed territory business plans and managed territory through resale channels
- maximizing product placement and profit by creating “pull-through” demand, with distributor customers to close related sales.
- Negotiated contract agreements with new distributors resulting in the region meeting sales targets.
- Trained and supported distributors, fabricators, architectural and designs communities to establish an effective sales network.

Georgia-Pacific Gypsum, ATLANTA GA
Field Sales Manager

2005-2009

Delivered significant sales contributions by preparing product promotions, presentations, training and sales programs with distributors and dealers in the states of, WA, OR, AK, ID, and MT.

- Recognized for developing over 30 new distributor partners by identifying, qualifying, and developing sales promotions and educational meetings, lunch and learns with architects, contractors, and distributor personnel resulting in an overall sales increase of 50% within first year.
- Actively specified, targeted, and tracked projects from planning through bidding phases to maximize closing ratio, provided detail technical support of wall and floor construction utilizing knowledge of building codes to contractors, architects, and owners resulting in trust and increased sales for paperless drywall.

Kraus Carpet Mills, SEATTLE WA
Commercial Specifications Representative

1997-2005

Recruited to recapture the Washington State and Northern Oregon territories to build commercial carpet specifications and increase sales to the A&D community, builders, dealers, and educational and healthcare facilities.

- Facilitated new and existing product specifications on future projects in conjunction with projects in various stages of progress. Effectively interfaced with supplier teams throughout the design and procurement stages of commercial, hospitality and residential construction projects.
- Drove product specifications to architects and sold the technology and advantages over competitor products, resulting in \$1,500,000 increase in specifications the first year.
- Designed a new sales training program for the retail and commercial dealer personnel to increase product knowledge and specifications, resulting in an 25% increase in commercial and residential product sales.

Additional Experience
Aloia LLC, SANIBEL FL
Managing Partner

2008-Present

Real Estate Investment and property management.

- Experience in annual residential, commercial property rentals and luxury vacation rentals in SW FL.
- Successfully remodeled and repaired residential properties, resulting in rapid sales and significant returns—one sold for \$400K above asking price, another for \$50K above appraisal. Both properties sold within days, avoiding prolonged time on the market.

Education & Training

- Business Management -University of Alaska, Fairbanks, AK
- Minor in Archaeology and German
- Washington State Real Estate License 2004
- Certified Green Professional – NAHB 2009
- Florida Real Estate License 2023