

# CHRISTOPHER MICHAEL JONES

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## OPERATIONS / MANAGEMENT EXECUTIVE

*Expertise in Administrative Management, Project Management, Business Development, Public Relations*

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- Versatile, results-driven Senior Management Executive with a 20+ year track record demonstrating visionary leadership, expertise, and distinguished performance in business start-up, turnaround, and operational management of multi-site operations.
- Consistent catalyst for change with the objective of enhancing overall quality, productivity, business, and bottom-line financial performance.
- Accustomed to establishing strategic alliances through interacting and networking with C-level executives and professionals across industry and cultural lines.
- A big picture thinker with proven ability to make intelligent trade-offs between priorities to deliver optimal results for the business.
- Highly adaptable with the ability to set/change tactics as a response to business priorities and/or market influences.

## PROFESSIONAL EXPERIENCE

### NEW HORIZONS BUSINESS CONSULTING – SAN DIEGO, CA

2007 – PRESENT

#### BUSINESS CONSULTANT

Develop, recommend, and implement business improvements for the owners, presidents and senior managers of small and medium size businesses. Scope of responsibility includes all aspects of business development, marketing, and operations in order to provide streamlined processes, reduced operating costs, and greater profitability.

- Successfully analyze various organizations' critical business requirements, identify deficiencies and potential opportunities, and develop innovative and cost-effective solutions for enhancing competitiveness, increasing revenues, and improving customer service offerings.

#### CAREER MILESTONES

- Restructured a small landscape company's sales and marketing division which led to an increase in annual sales revenue from \$70,000 to more than \$400,000.
- Negotiated acquisition terms of a \$1.5 million buy-out by a competitor.
- Counseled and assisted sole-proprietor in set-up and conversion to a California S-Corporation.

### PERSONAL SABBATICAL – SAN DIEGO, CA

2005 – 2007

Moved to the San Diego area and directed the construction of a new home. Unexpectedly called to administer the personal estate of a family member.

### SAN LUIS REY PROPERTIES, INC. – SAN LUIS REY, CA

1979 – 2005

#### PRESIDENT / BROKER

Directed marketing strategies, business development plans, promotional activities, oversaw various projects, identified trends and translated those trends into bottom line profits.

- Developed property specific strategic plans and operating and capital budgets then oversaw the implementation of approved initiatives and programs by managing and coordinating the efforts of the property team (brokers, vendors, contractors, and property employees).
- Managed, planned and administered capital budget program in cooperation with Director of Engineering and Maintenance for the assigned property (s).

**PROFESSIONAL EXPERIENCE CONTINUED ...**

- Insured property(s) were in compliance with governmental guidelines and provided staff training if needed.
- Prepared and/or reviewed monthly owners report packages for property (s).
- Worked with residential and commercial leasing department regarding all leasing activities for property (s) in group.
- Participated in key community associations, city organizations, and Property Management/Industry related associations (i.e.: Berkeley Property Owners Association, City of San Luis Rey Rent Board Drug Task Force, California Apartment Association (CAA), etc.).
- Served in various capacities on numerous boards such as San Luis Rey Property Owners Association, California Apartment Association, Rental Housing Association of San Diego and Orange Counties, and the Rental Housing Association of Northern San Diego County, and various homeowner associations.

**CAREER MILESTONES**

- The only property management professional recruited by three local apartment associations to serve as President on their Board of Directors.
- Served as key lobbyist to City Council and the State of California in opposition to Rent Control.
- Provided testimony to City Council and State Legislature resulting in the passing of the Vacancy Decontrol Law resulting in an immediate change to property owners' portfolios.
- Participated with business clients in designing and bringing successful legal challenges to the validity of local rent control laws.
- Chaired the joint California Apartment Association – Pacific Legal Foundation Rent Control Project that resulted in favorable court decisions significantly modifying the government regulation of private property.
- Successfully packaged and negotiated the sale of Sandelco Properties, Incorporated.

**LICENSES**

**CALIFORNIA DEPARTMENT OF REAL ESTATE**  
Licensed Individual Broker and Corporate Broker  
Professional Property Manager

**EDUCATION**

**BACHELOR OF ARTS - MAJOR: ECONOMICS, MINOR: POLITICAL SCIENCE**  
San Diego State University – San Diego, CA

**PROFESSIONAL ASSOCIATIONS**

San Diego Association of Realtors – Member  
North County Home Owners Association – Board of Directors (2008)

This resume was written for someone who wanted to re-enter the workforce after an extended personal sabbatical and transition into a new career.

He'd previously accomplished great things in his rather specialized role as a Property Management Executive but then sold his business and moved to San Diego. There his time was spent putzing around and building his new custom home. While landscaping his home he got to know the landscaper pretty well and did some business consulting for him. My client's advice improved the landscaper's marketing efforts resulting in increased sales revenue and overall productivity.

My goal was to position him as a senior level executive within any field or industry.