

# Christopher D. Jones - Resume

20 years in all phases of real estate/construction. Currently the owner and qualifying party with the Registrar of Contractors for Ameris Construction a Scottsdale, AZ based company.

## **Professional Experience:**

### **Principal - Ameris Construction, Scottsdale, Arizona**

Multifaceted real estate construction company specializing in the construction of Offices, Commercial, Retail, Restaurants, Luxury homes and Multifamily. (2005 - current)

### **Vice President - Mastermind Alliance Construction, Phoenix, Arizona**

Design-build contractor, 7 million under contract. (2000 - 2005)

### **Project Manager - Morris Building Management, Phoenix, Arizona**

Developed design build concept with end users. Business responsibilities included: selling, designing, pricing, scheduling and project supervision. Design-built over 12 million dollars worth of business. (1997 - 1999)

### **Vice President Sales - Emjay Corporation, Phoenix, Arizona**

Developed general contracting and pre-engineered buildings business through American Buildings Company to a 8 million dollar business. Business responsibilities included: selling, design, pricing, scheduling and project supervision. Developed design build concept with end users. Worked on local and international projects. (1993 - 1997)

### **Customer Service Representative - Rohl Corporation, Costa Mesa, California**

Trained three sales representatives for sale of imported high-end plumbing fixtures whose sales represented highest dollar volume territories for the firm. Also handled training of showroom personnel and provided product knowledge to clients. Used role-play and other hands on training techniques to work with sales people. Occasionally accompanied field sales personnel to observe and critique presentations. (1989 - 1992)

### **Designer/Sales - Pacific Kitchens, San Jose, California**

Handled on and off showroom floor sales for custom design kitchen and bathroom fixtures. Made cold calls on builders and contractors in the San Jose and Bay area. Showroom sales included the provision of suggestions and product knowledge to the customer. Wrote orders, established availability of product and arranged delivery schedules. (1987 - 1989)

**Inventory Coordinator - National Kitchen and Bath Association, Hackettstown, NJ**

Handled incoming and outgoing inventory, recording all transactions for an association of the kitchen/bath industry. Responsible for all shipping, including maintenance of inventory control, logs and paperwork. Attended trade shows, in-charge of member services booth. Communication with potential customers, selling member goods and training materials. (1986 - 1987)

**Education:**

- Anthony Robbins Personal Power Weekend "Firewalk" (1990)  
Mastering Persuasion Techniques
- Orange Coast College, Costa Mesa, California  
Marketing - Advertising
- Nicolet High School, Milwaukee, Wisconsin (1986)