Chris Holmes, BDM

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Experience

Inc. Holdings [Contract] Casper, WY *(Remote)*
Partner 2020 - Present
- Fostered relationships with investors, members, and stakeholders, ensuring alignment of interests
- Launched entry strategies into various regions and industries, diversifying the company's revenue
- Implemented process improvements and operational efficiencies, resulting in 15% cost reduction

REILY Capital Management [Contract] Dallas, TX *(Remote)*
Business Development Consultant 2024 - 2025
- Streamlined ops and expanded pipelines by developing efficient acquisition and dispo processes
- Spearheaded marketing campaigns, and optimized CRM systems to enhance lead management
- Implemented training and team development initiatives by designing programs and processes

The Flip Secrets [Contract] Knoxville, TN *(Remote)*
Sales Consultant 2024 - 2025
- Helped clients by understanding their investment goals and aligning them with real estate education
- Drove revenue growth by developing and implementing strategic sales and sales closing processes
- Led sales team on KPI (Key Performance Indicator) metrics from dialing to email and text follow ups

VA Pros [Contract] Orlando, FL *(Remote)*
Human Resources Consultant 2020 - 2024
- Recruited near/off-shore cost-saving, neutral accent and/or bilingual communication capable talent
- Supervised VA's in finance, real estate, B2B sales, tech., marketing, admin., and recruiting verticals
- Directed staff, service, sales and tech. support departments, overseeing virtual assistant operations

AmeriTeam Realty [Contract] Orlando, FL *(Hybrid)*
Senior Talent Acquisition Consultant 2020 - 2023
- Doubled brokerage, recruited 150+ agents through digital strategy, search, social, text and cold calling
- Managed campaigns, outsourcing, corporate IT training, tech. consulting, and business development
- Developed virtual presentations, multimedia productions, real estate and aerial photography programs

Leads Branch Marketing [Contract] Orlando, FL *(Remote)*
Sales Marketing Consultant 2020 - 2023
- Established and nurtured relationships with clients, serving as an advisor and main point of contact
- Achieved a 90% retention rate through exceptional account management and delivering results
- Identified growth opportunities, executing upsell strategies, resulting in a 20% increase in revenue

Instant Luxury Rentals [Contract] Melbourne, FL *(Remote)*
Information Communication Technology Consultant 2017 - 2020

- Built reservation solutions and integrations of the booking platform for CRM software
- Drafted journeys, workflows, templates, snapshots for marketing, support, and communications
- Leveraged maps, reviews, and SEO to generate leads, advised on the search and social ad spends

Clear2Business [Contract] Orlando, FL *(Remote)*
Information Technology Business Consultant 2015 - 2020

- Conducted assessments, identifying opportunities for improvement, cost reduction, and optimization
- Led IT projects, ensuring successful delivery within scope, budget, and timeline constraints for clients
- Conducted best practices training, fostered a culture of continuous improvement and tech. adoption

HI Holding Company [Apprenticeship] Miami, FL *(Hybrid)*
Mergers and Acquisitions Consultant 2008 - 2016

- Provided leadership, setting brand's strategic direction and overseeing execution of business plans
- Managed budgets, optimizing resource allocations and profitability through cost control measures
- Led successful processes and negotiations for acquisitions, resulting in expansion of the portfolio

Wake Up Write Publishing Company [Contract] Miami, FL *(On-site)*
Publishing Consultant 2013 - 2015

- Led editorial teams in the acquisition, development, and publication of diverse book titles
- Established and maintained relationships with authors, agents, and industry professionals
- Implemented innovative marketing strategies to advertise and promote publication releases

Miami Advertising [Contract] Miami Beach, FL *(On-site)*
Marketing Consultant 2010 - 2015

- Developed marketing strategies aligned with brand goals, resulting in a 20% increase in revenue
- Steered end-to-end campaigns for diverse industries' clients, exceeded benchmarks/expectations
- Directed 15+ professionals, providing guidance, mentorship, and a collaborative work environment

Miami Beach Chamber of Commerce [Contract] Miami Beach, FL *(On-site)*
Community Consultant 2010 - 2011

- Developed onboarding processes, ensuring a seamless integration into the chamber community
- Coordinated various member events, including networking mixers, workshops, and seminars
- Organized database, ensuring accurate and up-to-date information by implementing a CRM

T-Mobile [Full-time] Florida *(On-site)*
Franchise Owner 2008 - 2010

- Orchestrated strategies for growth, overseeing multiple teams to drive revenue and expand markets
- Spearheaded expansion, identified growth opportunities, negotiated partnerships, and opened stores
- Achieved steady year-over-year revenue growth, and exceeded targets by studying market analysis

One Stop Net Shop [Freelance] Orlando, FL *(Remote)*
Freelance Web Designer 2002 - 2010

- Kept up-to-date on trends and best practice, continuously innovating to deliver cutting-edge designs
- Managed multiple projects simultaneously, ensuring timely delivery and high-quality design output
- Prepared and optimized files, collaborating with printers for accurate and high-quality final products

Brevard Public Schools [Internship] Viera West, FL *(On-site)*
Junior Programmer 2005 - 2008

- Published in Space Coast Magazine in collaboration with Nasa's Kennedy Space Center Visitor Complex
- Produced Superintendent awarded projects and internal directives receiving school board recognition
- Worked independently with limited supervision, pioneered innovative IT department implementations

Education

Full Sail University Winter Park, FL

- Bachelor of Science in Digital Marketing, Master of Science in Entertainment Business 2007 - 2010
- Voluntarily forfeited state-sponsored full-ride scholarship to pursue private trade school program
- Executive Leadership, Law, Business Finance, Brand Development, Storytelling, Negotiation and Deal-Making

Volunteering

Police Athletic League, YMCA, Greater Miami Convention & Visitors Bureau, ECOMB, Miami Beach Chamber of Commerce, Greater Miami Chamber of Commerce, South Florida Hispanic Chamber of Commerce, City of Miami Beach, Crime Stoppers Intl., BNI Global, Rotary Intl., Toastmasters Intl., AMORC, Universal Orlando Foundation, Neighborhood Fridge, InterNations

Skills

Business Development, Partnerships, Private Equity, Funding, Mergers & Acquisitions (M&A), Working with Investors, Finance, Government Contracting, Leadership, Entrepreneurship, Sales, Negotiation, Deal Closure, Closing Contracts, Cold Calling, Technical Sales Consulting, Recruiting, Information Technology, IT Audit, IT Outsourcing, IT Strategy, Programming, E-commerce, Content Management Systems (CMS), Customer Relationship Management Systems (CRM), Learning Management Systems (LMS), Applicant Tracking Systems (ATS), Search Engine Marketing (SEM), Search Engine Optimization (SEO), Digital Marketing, Email Marketing, Commercial Marketing, Online Marketing, Marketing Strategy, Direct Marketing, Marketing Management, Social Media Marketing, Online Advertising, Advertising, Public Relations, Digital Media, Digital Art, Design, Graphic Design, Web Design, Web Development, Video Editing, Copywriting, Social Networking, Event Planning

Recommendations

"I had the pleasure of working alongside Chris Holmes as my first business partner, and his strategic vision and dedication were pivotal to our success. He has a unique ability to identify opportunities, craft innovative solutions, and execute plans with precision. His leadership, integrity, and collaborative approach make him a valuable asset in any professional setting. I highly recommend Chris to anyone seeking a driven and insightful partner who consistently delivers outstanding results."
*—**Terry Allen**, Ameriprise Financial*

"Chris is an extremely smart and resourceful marketing pro. He is a master of all trades that truly understands his craft."
*—**Carlos Miro**, AmeriTeam Realty*

"I have had the opportunity to work with Chris. He is a hard worker and talented in accomplishing the work on time and within budget, and willing to do what it takes to get the job done right."
*—**David Fletcher**, KW International*

"Very thorough and courteous! Highly recommend!"
*—**Cody Mizelle**, Northmarq*