



**Accomplished Right and Left Brain Problem Solver** with proven business acumen and creative skill sets seeking to explore new opportunities and technologies with other curious minds. A unique combination of work experiences; commercial real estate broker, managing partner of a production studio, commercial photographer coupled with a finance background, has developed an ability and confidence to identify obstacles and create solutions in diverse situations. Armed with strong analytical thinking and communication skills enables leveraging of resources to obtain favorable outcomes for my clients. Equally comfortable negotiating project budgets or developing creative direction allows to effectively bridge the gap between monetary and creative minds. With a propensity to ask questions and an understanding of the power of observation, I've been able to quickly get up to speed on everything I submerge myself into.

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**Experience:**

**JRYANROBERTS.com – DIRECTOR OF PHOTOGRAPHY | OWNER - (NYC)**

08/2009- Present

Commercial photography business with clients that have included Estee Lauder, Revlon, Random House Publishing, Hearst Communications, The Heinz Foundation, Marriott Intl, and Radisson Hotels.

**Core Skills:**

- Project management
- Content production
- Problem solving
- Creative direction
- Budget negotiations
- Visual storytelling
- Business development
- Interpersonal interaction

**Accomplishments:**

- Campaigns for Estee Lauder, Clinique, Revlon, Valentino, Louis Vuitton, Loft, StriVectin, Temptu, Marc Fisher, Living Proof, Met-Rx
- Commissioned for an 18 piece large-format Installation (40 feet of art) for the lobby of the Marriott St. Louis Grand Hotel.
- Commissioned for 4 large-format pieces for the Radisson Blu Dwtm Minn
- Documented Lucy Liu in Haiti for the Heinz Foundation and UNICEF
- Lead on-figure photographer for Harper's Bazaar's e-commerce platform
- Editorials for Fitness, Seventeen, Cosmopolitan, Redbook, Cosmo Latina
- Developed BlankScreenCreatives.com portfolios

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**NEO Studios - MANAGING PARTNER - (NYC)**

03/2005-08/2009

Commercial photography production studio located in New York City with clients that included Bergdorf Goodman, Bloomingdale's, Macy's, Kenneth Cole, Avon, Nautica, Adidas, Y-3 and a number of editorial publications. NEO is a full service production studio providing project management including pre-production budgeting & negotiating, logistical planning, equipment strategy and acquisition.

**Core Skills:**

- Project management
- Content production
- Business development
- Operations
- Strategic thinking
- Budget negotiations
- Team management
- Conflict resolution
- Written & verbal communications
- Logistical & monetary efficiency

**Accomplishments:**

- Responsible for all aspects of marketing, business development, strategy, production, budget negotiations, client relations and studio operations.
- Within 3 years of taking over operations for this start up company, my sweat equity leveraged investors' resources to \$800,000 in annual sales with at least 30% annual increases each year. Worth noting, during my tenure these sales were generated with 2 full time employees (including me) and freelance workers on as needed basis
- Created and implemented business development strategy while keeping day-to-day operations running above clients' & investors' expectations.
- Clients' and vendors' point of contact and responsible for negotiating budget, terms and conditions for all productions
- Developed all operational procedures and effectively delegated duties to full-time and freelance workers.

**Colliers International - COMMERCIAL REAL ESTATE SALES - RETAIL SPECIALIST - (TPA)** 01/2000-02/2005

A full-service commercial real estate firm offering sales, leasing, asset and property management, corporate services, valuation and consulting services. A full-service commercial real estate firm offering sales, leasing, asset and property management, corporate services, valuation and consulting services.

**Core Skills:**

- Project management
- Transaction Negotiations
- Conflict resolution
- Business development
- Strategic thinking
- Client liaison
- Contractor management
- Conflict resolution
- Interpersonal interaction
- Analytical problem solving
- Strong written & verbal communications

**Accomplishments:**

- Responsible for brokering long-term lease agreements between landlords and tenants as well as sales contracts between buyers and sellers.
- Represented large investment institutions, multinational retail chains, individual investors and mom & pop local businesses.
- Successfully completed back-filling "big box" vacancies and excess space disposition for Federated Department Stores, Homeplace, Sears, Pep Boys, Pharmor, Madison Marquette
- Initiated and lead southeast region bi-monthly conference calls on landlord disposition assignments
- Exclusive Central Florida broker for Chipotle Mexican Grill, BankAtlantic, Great Clips, Boston Market, Bernie's Coffee and Tea, Encore Bank and Quizno's Classic Subs, Northern Ventures Restaurant Group
- Coordinated national chain market expansion for over twenty franchisees.
- Brokered 2nd fastest market expansion for Great Clips chain (28 deals within 24 months)

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**Education:** Florida State University, College of Business 09/1994- 06/1999

**Double Major:** Bachelor of Science in Finance | Bachelor of Science in Real Estate

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**Proficient in:** Microsoft Office Suite, Adobe Photoshop, Bridge, Lightroom, Capture One, Google Drive apps, Wordpress & Squarespace website development

**James "Ryan" Roberts | 917-640-4533 | [JRYAN@JRYANROBERTS.com](mailto:JRYAN@JRYANROBERTS.com)**