

**Christopher T. Edwards**  
3122 Mahan Drive Ste. 801-233  
Tallahassee, Florida 32308  
352-874-8724 /email: [edwardsct707@icloud.com](mailto:edwardsct707@icloud.com)

---

**Executive Management/Corporate Strategist**  
Collaborator • Leader • Communicator

---

**CAREER PROFILE**

---

An experienced professional with over 10 years of experience in managing business expansion and community reinvestment/development projects and transactions by leveraging public and private sector financial resources. Delivering measurable solutions for corporate stakeholders on time and within budget.

**EDUCATION**

---

University of West Florida, Pensacola, FL **Master's Degree, Business Administration Student** 2020  
University of Central Florida, Orlando, FL **Bachelor of Arts Degree, Public Administration** 2005  
State of Florida Division of Real Estate, **Licensed Real Estate Sales Associate** 2017

**CORE COMPETENCIES**

- Economic and Community Development Project Management
- Real Estate Development Project Planning and Management
- Corporate Budget Planning and Management
- Corporate Strategic Planning and Project Management
- Vendor & Supplier Management
- Contract Negotiation/Management
- Public/Private Sector Partnership Development
- Microsoft Office
- Grant Management
- IMPLAN
- Salesforce
- Team Leadership

**PROFESSIONAL EXPERIENCE**

---

**Structure Commercial Real Estate, LLC, Tallahassee, Florida** **2017- Present**  
**Associate**

- Assist with commercial real estate market expansion and business development across industries.

**City of Tallahassee/ Leon County Government, Tallahassee, Florida** **2016**  
**Deputy Director, Minority, Women, and Small Business Enterprise (MWSBE) Division**

- Led marketing efforts to encourage certified MWSBE firms' participation in multi-million-dollar City of Tallahassee and Leon County Government procurement and contracting opportunities.
- Led the corporate strategy to enhance procurement management systems impacting contracted vendors and suppliers.

**City of Tallahassee, Tallahassee, Florida** **2013-2016**  
**Business Advocate, Office of the City Manager**

- Advised real estate development and construction management firms on the city's land development and building permitting review and approval systems, which led to increased real estate investment and construction projects.
- Consulted the city's various enterprise divisions such as: Utilities (Electric, Water, Gas), International Airport, Parks and Recreation, and Star Metro on their operations, programs, and capital improvement plans and projects.
- Led city's public/private partnership ventures in an effort to leverage the city's financial resources with community, business, and industry stakeholders toward the completion of value-added economic and community reinvestment plans and projects.
- Led efforts to enhance city/corporate policies, programs, and services impacting business and industry stakeholders relative to the city's general government and enterprise service systems.
- Managed the city's high-profile partnership agreement with the Urban Land Institute in delivering a master plan for redeveloping a major commercial real estate corridor. Promoted value-added projects such as: CarePoint Healthcare and Wellness Center, Piggly Wiggly Grocery Store, etc.

**Marion County Government, Ocala, Florida**

2013

**Economic Development Liaison, County Administration**

- Advised senior management on corporate strategies, new processes and technologies (Salesforce) to support corporate growth.
- Improved customer satisfaction, enhanced staff productivity and overall operational efficiency relative to business and industry growth.
- Assisted in the recruitment of a foreign based manufacturing company- Krausz Industries.

**City of Leesburg, Leesburg, Florida**

2006- 2013

**Neighborhood Coordinator, Community Redevelopment Manager****Community Redevelopment and Economic Development Department**

- Managed city's economic development and community redevelopment agency operations and strategic plans. Value-added activities such as: public utility infrastructure and facility enhancements, business expansion, and real estate development occurred as a result of the strategic plans.
- Developed various real estate and economic development based analytical reports (such as: ESRI Business Analyst, CoStar, LoopNet, and IMPLAN) to assist executives with market analysis decisions.
- Led the corporate strategy to partner with regional and state economic development entities such as: Metro Orlando Economic Development Corporation, Department of Economic Opportunity, and Enterprise Florida to leverage resources for business and industry growth.
- Collaborated with federal government-based community development financial institutions to promote better access to capital for small businesses located in distressed market areas within the city.
- Provided management support for the city's First Time Homebuyers' Program in an effort to pre-qualify clients for new and existing residential property purchases, resulting in economic growth.
- Advised private real estate development and construction management firms on requirements associated with public utilities infrastructure (i.e. electric, gas, stormwater etc.). Led those firms through the city's land development and building permitting review and approval systems to assist with delivering their projects on time and within budget.
- Negotiated and managed numerous real estate contracts relative to: for sale and purchase, lease agreements and development agreements.
- Led the corporate strategy to leverage the city's residential development project funding resources with institutions such as: Federal Home Loan Bank of Atlanta, Wells Fargo Bank, United States Housing and Urban Development Department, Florida Housing Finance Corporation, and State of Florida Community Development Block Grant Program.
- Prepared detailed department operating and capital improvement budgets with cost effective and efficiency measures for executive approval.
- Managed redevelopment and operations of the city's first small business development office complex, in partnership with the University of Central Florida/Florida Small Business Development Center, to strengthen business recruitment, retention, and expansion within the city.

**ASSOCIATIONS/AFFILIATIONS**

Florida League of Cities	2017-Present
Urban Land Institute	2015-Present
National Association of Real Estate Investment Trust	2012- Present
Florida Redevelopment Association	2007-2016
University of Central Florida Alumni Association	2005-Present