

Harvard graduate — A.B. Psychology, *cum laude* — with 25+ years in vacation ownership and luxury real-estate sales and operations. Builds ownership programs from the ground up, recruits and runs the sales and marketing teams that carry them, and designs and operates the AI systems that run his businesses.

Harvard University

A.B. Psychology, cum laude · John Harvard Scholarship

\$500M+ career closed

\$110M+ since Dec 2025 · Gulf Coast

Built & sold out

Grande Bay Residence Club — ground up, on budget, ahead of schedule

EXPERIENCE

Principal & Founder Current
ALVARADO.AI
Founder-led AI implementation: website, lead capture, response, booking, follow-up, retention, and reporting connected as one accountable system. Built and operated on his own companies first.

Head of Sales 2026 – Present
CARIBE SEASIDE · ORANGE BEACH, ALABAMA
Pre-construction sales leadership for a 115-residence ultra-luxury Gulf-front tower priced from \$2M+. Built the sales journey and closer program, and signed a Gulf-coast realtor referral network; process written to handle 1031-exchange buyers.

Project Director 2025
CARPE VIAM DESTINATIONS · NEW ORLEANS, LOUISIANA
Stood up a ground-up vacation-ownership marketing operation: two retail locations, a recruited and trained team (including a New Orleans career fair), the CRM, payments, and telephony stack behind the sales floor, and a national exchange affiliation.

Founder / Lead Public Adjuster Jun 2019 – Present
QUEST PUBLIC INSURANCE ADJUSTERS, LLC · FLORIDA
Virtual, multi-state public-adjusting practice with a claims-management platform and an attorney-network referral path for litigated files. Advocate for the policyholder: scope and estimate damages, then negotiate the insurer to the best available outcome.

Contract Estimator 2025
SKYLINE ADJUSTERS
Independent contract estimating on large-loss and wildfire property claims.

Sales & Marketing Project Director Apr 2011 – Jul 2023
GRANDE BAY RESIDENCE CLUB · SAINT JOHN, USVI

- Established the developer’s vacation ownership program from the ground up — usage plan, annual dues, financing, and sales pricing — and recruited the sales and marketing teams that carried it; also established a Jeep and Yacht club with its own usage plan.
- Completed the project to sell out on budget and ahead of schedule; continues to consult on the resale sales operation.

Sales & Marketing Consulting Apr 2010 – Present
ANDREWJAMES, LLC · FLORIDA
Consulting vehicle dispatched into sales and marketing consulting roles — managing and operating sales processes and the teams that run them.

Principal Investor Jan 2018 – Jun 2022
JPD INVESTMENTS · PALM BEACH GARDENS, FLORIDA
Real-estate opportunities for a small group of investors, focused on multi-family assets from 10 to 100 keys — acquire, refurbish, decrease vacancy, then sell or hold for cash flow. Held and managed a residential rental portfolio directly.

Founder / Project Director Jan 2017 – Feb 2021
OFFSITE MARKETING SOLUTIONS · MYRTLE BEACH, SC
Founder and equity partner: an off-property-contact marketing network inside major tourist attractions, supported by in-house and outside teams, call centers, trade shows, and events. Signed direct agreement with Bluegreen Vacations; clients also included Westgate, Wyndham, and Capital Resorts.

- SELECTED VACATION OWNERSHIP & REAL ESTATE WORK
- StayChain — Advisor. Applying a security-token platform to vacation-ownership maintenance-fee and fractional-inventory models.
 - California Building, 1111 Tulane Ave, New Orleans — Sales and marketing operations for a 166-unit fee-simple condominium with hotel zoning (100% STR-eligible).
 - VOI Consulting Toolkit — Author. Connected financial workbook with Monte Carlo sensitivity analysis, staffing plans, and virtual-sales unit economics.

EDUCATION

Harvard University
A.B. Psychology, June 1998
Emphasis on Organizational / Business Psychology
Honors: *cum laude*; John Harvard Scholarship Award

CREDENTIALS

INDUSTRY
Interval International Elite designation

LICENSURE
Licensed public adjuster, multiple states

LANGUAGES
English and Spanish — bilingual

FOCUS

Vacation Ownership

Luxury Real Estate

Pre-Construction Sales

Program Design

Sales Operations

Team Recruiting

Tour Generation

Pricing & Usage Plans

Financial Modeling

CRM & Follow-Up

AI Implementation

Customer Conversion

PRACTICE

METHOD
Understand the work · separate facts from assumptions · build the smallest dependable path · stay responsible for whether the result works.

REFERENCES

Available on request.