

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

16-residence Grande Bay Residence Club, ground up

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

2025 – 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 – Present

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 a 16-residence vacation ownership program for the developer 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. Also co-owner of Dog House Pub, St. Thomas USVI, since 2010.
- 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

- Blue Horizon Cruise Club

— VOI consultant. Cruise-ship-based ownership program: fleet and inventory architecture, membership tiers, usage economics.
- 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.