

# JOHN GALLANT

## SENIOR MANAGER – REAL ESTATE DEVELOPMENT



786-707-0294



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### PROFESSIONAL PROFILE

**Influential and operationally-minded managing owner steering business development, optimized workflows, and executive leadership teams to drive profitability, expand enterprise reach, and enable scale.** Lead cross-functional teams in end-to-end construction management, continuous improvements, and consultative selling strategies to develop commercial / industrial real estate projects and improve bottom-line factors. Design and drive effective, market-fueled organizational vision and business strategy, leveraging personnel and locational insights, thought leadership, and expertise in active portfolio management. Build trusting, long-term key partnerships with clients and diverse stakeholders through integrity, accountability, trust, and interpersonal skills to establish outstanding industry reputation and strong book of business.

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### AREAS OF EXPERTISE

- Commercial Construction
- Real Estate Development
- Employee Development
- Operational Efficiencies
- Business Operations
- Contract Negotiation & Management
- Customer Service / Client Retention
- Real Estate Asset Management
- Real Estate Analysis
- Project Management
- Permits / Clouds on Title
- Business Development
- Permitting / Municipalities
- Job Costing / Buyout
- Market Analysis

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### PROFESSIONAL EXPERIENCE

**ENGEL & VÖLKERS** / Islamorada, FL  
*Broker / Owner & Licensed Partner*

2019–Present

Lead strategic direction of multimillion-dollar commercial / business brokerage firm with 120 real estate units, long and short-term rentals, and 300+ real estate sales transactions. Identify and implement modernized technical systems and tools. Steer diverse key business functions, including accounting, marketing and advertising, brand development and positioning, investor relationships, pitches, and real estate project management. Review leasing, sales, and purchasing contracts for agents; manage budgeting and estimating. Resolve expired permits, issues, and infractions. Remediate risks and legal actions to protect enterprise interests. Manage, coach, and mentor 13 real estate advisors, cultivating dedicated, positive company culture to attract and retain top talent.

- **Scaled organization from \$200K in year 1 to \$1M in annual gross commission income** and 15 licensed agents within 3 years.
- **Doubled gross commission income for all FTEs within 1<sup>st</sup> year** through hands-on professional development, mentorship, cross-functional collaboration, and consultative selling techniques; coached new agent to \$6.35M in 1<sup>st</sup>-year sales.
- **Closed largest \$11.9M sale in middle Florida Keys area (Marathon)** at time of sale.
- **Fortified company brand in Monroe County** by driving community engagement, enhancing social media advertising presence, and strategically publishing content, including article in *The Real Deal*.
- **Led business advisory to close \$1.375M brokerage deal in 2022.**
- **Aligned 12 property owner stakeholders with disparate agendas** and no-vote clause condo agreement to close sale of condo complex to developer within 4 months.

**BLUE 9 REALTY, INC.** / Tavernier, FL  
*Broker / Owner*

2013–Present

Launched, developed, and grew boutique real estate enterprise to multimillion-dollar firm and expanded workforce from 1 to 17 real estate agents.

- **Expanded company to 6 agents within 1<sup>st</sup> year and 17 agents within 5 years of launch** solely through word of mouth, strong industry reputation, and high ethical standards; closed +75 transactions with high customer satisfaction in year 1.

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- **Developed key alliances** with competing real estate firms, attorneys, and affiliates to increase business.

**H&G STRUCTURES, INC.** / Clearwater, FL

1999–2019

*Co-Owner & Vice President – Operations & Project Management*

Scaled service-disabled veteran-owned small businesses (SVOSB) commercial construction management organization across 33 states to cover all 4 corners of US. Managed 3 project managers and 8-9 superintendents, with commensurate number of subcontractors per project in million-dollar, large-scale project management for large box retailers, tenant infill, adult living facilities, POS data centers, vision centers, polycarbonate canopies, nightclubs, and restaurants. Oversaw training, scheduling, estimation, bidding, site visits, contracting, subcontractor selection, and contract negotiation. Served as crisis manager to maintain business continuity and remediate legal issues with agility and diplomacy. Created standards to align organization with high-needs clientele while maintaining OSHA compliance. Led short- and long-term strategic planning and day-to-day operations. Spearheaded cross-functional collaboration to drive project management progress, boost communications, and provide insights and status reports for senior leadership to fuel key decision-making.

- **Delivered consistent \$30M +/- in gross annual revenue.**
- **Led team through full store remodels for Walmart Stores, Inc. averaging under 16 weeks per project.**
- **Designed spreadsheet tool to optimize, verify, and streamline bidding process.**
- **Implemented aspects of corporate culture to professionalize organization and elevate brand identity** with clients and large customer organizations.

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*Additional experience includes service as meteorologist in The US Marine Corps*

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## EDUCATION

Florida International University (FIU); Miami, FL – **Master of Science / International Real Estate**

*Recognized with all 3 class awards: Best Student | Director's Award | Dean's Award*

University of Florida; Gainesville, FL – **Bachelor of Science / Food & Resource Economics**

St. Petersburg College; St. Petersburg, FL – **Associate of Science / General Studies**

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## AWARDS AND RECOGNITION

Upper Keys Board of Realtors – Realtor Rookie of the Year (2013) (voted by peers)

Paul Harris Fellowship

FIU Master of International Real Estate – Best Student | Director's Award | Dean's Award (High Achiever's Society)

*Keys Life Magazine* – Published Real Estate Article Author

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## BOARD AND COMMUNITY ENGAGEMENT

### Board Activities:

The Upper Keys Rotary Club – Board Member

### Professional Organizations:

The Florida Keys Board of Realtors – Member

Habitat for Humanity, Florida Keys – Construction Committee

### Volunteer Work:

Upper Keys Nautical Flea Market Charity Fundraiser – Sound & Parking Event Operations Volunteer

Pascal's Challenge Robotics Competition – Founder & Principal

Florida Fish & Wildlife Conservation Commission – Wayward Crocodile Relocator

Engel & Völkers – American Cancer Society / Moose Lodge Fundraisers