



## *Christopher J. Jerzewski*

### **EDUCATION**

Master of Business Administration - JL Kellogg School of Management,  
Northwestern University

Bachelor of Science, State University of New York at Potsdam

### **EXPERIENCE SUMMARY**

As a licensed real estate salesperson in New York State, Mr. Jerzewski has acquired specialized knowledge of the real estate markets and broker communities. His 17 years of expertise span every aspect of the industry from negotiating business contracts to securing project financing. Mr. Jerzewski's comprehensive background allows him to anticipate trends well ahead of the curve, putting him in tune with clients and their needs before they emerge.

Mr. Jerzewski's graduate education at Kellogg School of Management afforded him the opportunity to focus on new business and brand development. The emphasis on strategic marketing places him in a unique position to enhance business in existing markets and gives him the vision and ability to implement new strategies and campaigns. His thorough understanding of emerging markets places him on the cutting edge of real estate development and revitalization in WNY.

Always prepared, Mr. Jerzewski guides his clients through each step with a full knowledge of market statistics, economic projections and industry trends. This level of service and commitment to customer satisfaction has enabled him to establish long-term, loyal relationships with his customers, providing a strong network of leads and referral sources.

#### Strengths include:

- Lead Negotiator on Behalf of Clients
- Developing & Marketing Real Estate Properties
- Facilitating Transparent Communication
- Lead Generation & Client Association
- Relationship Management
- Team Leadership & Training

### **EMPLOYMENT SUMMARY**

Mr. Jerzewski serves as Director of Development for McGuire Development Company. In this capacity, he is responsible for the creation and implementation of the Development strategies for the company and key clients.

### **McGuire Development Company, LLC 2008 - present**

Through his intimate knowledge of McGuire Development Company's suite of fully outsourceable consultive services, he is able to evaluate existing opportunities and make recommendations; assisting clients in creating and realizing a project vision.

He is adept at negotiating business deals and contracts from initial contact to project completion. He is a facilitator of all aspects of real estate development projects including: acquisitions, project restructuring, company representation and strategic planning.

**EMPLOYMENT SUMMARY (cont.)**

**HSBC  
2000 - 2008**

As Senior Vice President of Retail Operations for the bank's Mortgage Corporation, Mr. Jerzewski handled the processing, underwriting, closing and funding of all retail mortgage business. This included the management of 125 associates with a budget of \$10 million. He also handled more than 60,000 applications and 30,000 funded loans resulting in more than \$5 billion in loan volume per annum.

Mr. Jerzewski's broad responsibilities also included experience with consumer lending including: Director of Strategic Relationships, Director of Retail Portfolio Loan Sales and Assistant Director of Strategic Relationships.

**ContiMortgage  
Corporation  
1998 - 2000**

Mr. Jerzewski served as Vice President, Production Manager and Sales Director and was one of 10 associates recruited to initiate the retail mortgage lending division. He was responsible for determining appropriate products and pricing strategies for the new division while managing a staff of 20 associates generating \$6 million of monthly volume. He also contributed to the establishment of legal and compliance guidelines and operating procedures for the division.

**Transparent Business  
Philosophy**

At McGuire Development, we believe that transparent, open dialogue with our clients is the only way to successfully meet all of the intricacies and details of a particular project. This transparency is evident in every aspect of our business practices, allowing us to establish an immediate level of trust and comfort with our clients.

This signature service also means that there are no unknowns when entering into a contract. Costs, time frames and client involvement are discussed up front, laying the necessary groundwork for a seamless, straightforward experience.

In addition, we guarantee the involvement of executive-level staff in every facet of a project, enhancing its scope from conception to completion.

**REGISTRATIONS/  
AFFILIATIONS**

Amherst Chamber of Commerce, Board of Directors  
Department of State, Licensed NYS Real Estate Salesperson