

# CHRISTOPHER A. KNAPP

5656 Country Club Pkwy. San Jose, CA 95138

310.869.8041

chris@christopherknapp.com

## OBJECTIVE

*Seeking a real estate investment banking or consultancy position within a high growth firm where advancement and earnings are largely based upon performance and achievement.*

## EXPERIENCE

### STUDLEY, INC

LOS ANGELES, CA

*Premiere RE Tenant Representation Firm*

7/03 – 2/09

#### **Associate – Broker – Business Development Liaison**

- Closed over 1 MM square feet of corporate real estate leasing transactions valued at \$50 MM for various Fortune 1000 technology and entertainment firms across the country.
- Responsible for business development, deal qualification, financial analysis, due diligence, and transaction management.
- Coordinated and participated in regular C-suite level presentations, sales pitches and strategy meetings, typically given on a weekly basis.
- Personally managed both small to large sized client transactions from initial procurement to close, utilizing effective communication and negotiating skills to successfully conclude.

### LOCKHEED MARTIN CORPORATION (NYSE: LMT)

SUNNYVALE, CA

*World's #1 Defense Contractor*

7/01 – 9/01

#### **Finance & Business Operations Intern**

- Member of an elite group of only 80 summer interns that supported the highly advanced and technologically challenging Ballistic Missile Defense Program (NMD).
- Aided and assisted the Project Manager on cost control documentation, scheduling of critical program tests, ultimately tracking down outstanding contract receipts in excess of \$4 million with various subs.
- Gained invaluable insight into the defense industry's corporate culture, its various protocols and intricacies, and the relationship between the U.S. government and the private sector.

### BOOLE & BABBAGE SOFTWARE (NASDAQ: BOOL)

SUNNYVALE, CA

*Worldwide leading provider of system management software solutions*

6/98 – 8/98

#### **PC Technician & IT Support**

- \$1 billion dollar mainframe systems software company acquired by BMC Software Inc. of Houston, TX.
- Held status as MCSE (Microsoft Certified Systems Engineer) and worked with a team of five technicians to handle the company's overall technical problems, hardware breakdowns, and network snafus.
- Utilized and implemented knowledge of PC Hardware, Windows 95/98/NT, IT Technologies, Networks and Diagnostics to assist employees in troubleshooting and repair.

## EDUCATION

### UNIVERSITY OF CALIFORNIA AT LOS ANGELES - UCLA

LOS ANGELES, CA

9/98 – 07/03

*Bachelor of Political Science with International Relations Minor*

- Completed 4 full years of Political Science and General Education courses
- Course work includes:
  - Political Theory, History, International Business and Economy.
  - Advanced understanding of Capitalism, Globalization, and World Markets.

### UNIVERSITY OF GRANADA, SPAIN

GRANADA, SPAIN

9/00 – 12/00

*Hispanic Studies program and intensive Spanish language curriculum*

- Completed a semester of courses in Spanish through ISA Studies Abroad Program.
- Spanish Culture, History, Grammar, and Geography Classes.
- Traveled extensively throughout Europe and North Africa, visiting a total of 13 countries.

### BELLARMINE COLLEGE PREPARATORY

SAN JOSE, CA

9/94 – 9/98

*One of the oldest Jesuit prep institutions building "Men for Others".*

- Honors High School Graduate with a Grade Point Average of 3.67
- Four-year varsity member of Nationally Recognized Track and Cross-Country Team.
- All-American and Two-time All-State.
- 1998 Bellarmine Athlete of the Year, MVP, and XC Team Captain.

# CHRISTOPHER A. KNAPP

5656 Country Club Pkwy. San Jose, CA 95138

310.869.8041

chris@christopherknapp.com

## PHILANTHROPIC

### EPSILON SIGMA ZETA CHAPTER OF LAMBDA CHI ALPHA

Los Angeles, CA

*Top National Fraternity*

8/98 – Current

#### **Executive Committee - High Fraternity Educator - House Network Administrator**

- Participated in joint presentation that convinced the National Assembly of Lambda Chi Alpha to reinstate the UCLA chapter in 1998, three years earlier than planned.
- Headed Recruitment process and rebuilding of chapter from 15 members in 1998 to 75 members today.
- Serve on the Executive Committee, Corporation Board and Trust Committee.
- Organized and implemented programs including fraternity education, social programming, and community service while managing the chapter's personal computers, network equipment and peripherals.

### JOHN WAYNE CANCER INSTITUTE

Santa Monica, CA

*Premiere cancer research institute dedicated to the elimination of human suffering.*

8/06 – Current

#### **Auxiliary Committee Member**

- Lead a group of volunteers in arranging and planning charitable events throughout CA, including the annual Odyssey Ball and Westwood Book Festival fundraiser.
- Supported the oncology center in raising awareness for JWCI's efforts in maintaining a robust financial pipeline to ensure years of critical cancer R&D.

## LANGUAGE

- Excellent working knowledge of modern Spanish from coursework and immersion programs abroad.

## ACCREDITATIONS

- Leonard Atlas Sales Training – “Getting to the No 80/20”
- California Real Estate Salesperson Licensee (#01416133)
- LW & Associates Financial Training
- Wall Street Journal – Infiniti Advertisement's Mover and Shaker of the Week – October 11, 2007 issue

## INTERESTS

- Golf, Investing, World Travel, Horticulture, Geography, Climatology, AM Radio, Foreign Affairs, Real Estate

## REFERENCES

- References available upon request.