

# CHRISTOPHER MOJO

Architectural Product Sales | Architectural Design | Construction Project Management

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🏠 Santa Ana, CA

## EDUCATION

California Polytechnic State University  
San Luis Obispo, CA | 2013  
Bachelors of Architecture (B.Arch)  
Minor in Construction Management

Sussex University  
Brighton, England | Summer 2010  
Construction Management Studies

## SKILLS

Project Management	● ● ● ● ● ● ● ●
Technical Product Sales	● ● ● ● ● ● ● ●
Product Knowledge	● ● ● ● ● ● ● ●
Client Acquisition	● ● ● ● ● ● ● ●
Product Training	● ● ● ● ● ● ● ●
Business Development	● ● ● ● ● ● ● ●

## TECHNOLOGY

Mac and PC proficient, Configura CET Designer, Salesforce, Microsoft Office Suite, Outlook, AutoCAD, Adobe CC Suite: Photoshop, Illustrator, and In-Design, Acrobat, Hedberg, Lightroom, Rhino 4, Google SketchUp, Planswift, Microsoft Project, Onscreen Takeoff, Takeoff Live

## ACHIEVEMENTS

President's Circle  
2017, 2018 | Tangram Interiors

FACTT Award  
2018 | Tangram Interiors

## PUBLICATIONS

"Demountable Wall Solutions Offer Versatility and Style to Enhance Design Aesthetics"  
**Los Angeles Business Journal**  
August 27, 2018

"The Hidden Way to Boost Your Office Design"  
**GlobeSt.com** | September 18, 2018

"What Demountable Walls Can Do for SoCal Construction"  
**SoCal Real Estate** | October 5, 2018

## EXPERIENCE

**Tangram Interiors** Los Angeles, CA

Sales Executive | Architectural Product Specialist, 2015-Present

- Established Architectural Product division. Grew market share of architectural product sales from \$1.1M in 2015 to \$6.0M in 2018, including \$4.0M in new business.
- Increased profits from new business architectural product sales 30-40% year-over-year since 2016. Forecasted and on track to increase by another 40% in 2019.
- Drive and develop new architectural product specific business and successfully manage sales of architectural product offerings in all Tangram markets.
- Create architectural product marketing deliverables and present both technical and sales-driven presentations to general contractors, architects, designers, and end users.
- Work directly with manufacturers to ensure accurate project specifications and competitive product pricing is captured for development of RFP bid submissions.
- Identify and aid in development of product enhancements directly with manufacturers based on specific market trends and project design requirements.
- Manage project needs from award to completion including: attending construction meetings, reviewing site conditions, submitting RFIs, and identifying and pricing change orders.
- Provide internal cross-selling and product training for sales staff.
- Host events aimed at growing industry network, fostering strategic partnerships, and showcasing product offerings and capabilities.

**Performance Contracting Inc. (PCI)** Anaheim, CA

Associate Project Engineer, 2013-2015

- Performed job quantity take-offs, pricing estimates, and submitting proposals for a wide range of contract sizes.
- Created, processed, and submitted preconstruction documents needed such as redlined specifications, submittals, jobsite budgets, and detailed labor tracking reports.
- Negotiated and processed vendor material buyouts, procured materials, and tracked inventory stock status.
- Processed monthly billings and accounts receivable and projected individual jobsite financials on a monthly basis.
- Identified and submitted RFIs; priced, submitted, negotiated change orders as required
- Maintained jobsite labor statistics and schedules, adapting to any scheduling impacts.
- Maintained meticulous quality control as well as, most importantly, long-term customer relations

**Patrick Tighe Architecture** Santa Monica, CA

Architectural Intern, January 2012-June 2012

- Assisted Patrick Tighe in conceptual design through construction documentation of a light commercial office building in North Hollywood, CA as part of work/study program in Los Angeles.
- Created and built physical and digital concept, study, and presentation models for shape and form development and ideation.
- Coordinated and created drawings for plan set including floorplans, details, site plan, and sections.

## ACTIVITIES

The American Institute of Architects (AIA), Associate Member (2016-Present)

Cal Poly Open Emerging Leadership Program, Alumni Mentor (2016-2018)

- Aided students in developing networking skills and opportunities, identifying strategies for continued leadership development, and harnessing leadership skills for career success.

## REFERENCES

A list of personal and professional references will be made available upon request.