

CHARLES SELLS

REAL ESTATE OPERATIONS & DEVELOPMENT LEADER

Development Execution • Acquisitions & Due Diligence • Project & Portfolio Operations

Bluffton, SC | 843-298-0009 | Charles.Sells@mail.com | CharlesSells.net

EXECUTIVE PROFILE

Real estate and business operations leader with 20+ years of experience moving complex investment, development, and operating initiatives from evaluation through execution. Managed \$15M+ in concurrent deals and supported \$100M+ in deal volume across 15+ simultaneous initiatives. Experience spans acquisitions and due diligence, development/redevelopment, budgets and schedules, partner negotiations, field/project coordination, and distressed-asset recovery - including \$5M+ recovered within 60 days across a \$100M+ portfolio.

\$100M+

DEAL VOLUME SUPPORTED

\$15M+

CONCURRENT DEALS

\$5M+

RECOVERED IN 60 DAYS

CORE EXPERTISE

Real Estate Operations • Development & Redevelopment • Acquisitions & Due Diligence • Project Execution • Portfolio Operations

JV & Partner Management • Budget & Schedule Oversight • Contractor/Vendor Coordination • Underwriting Support • Investor Relations

Negotiation • Distressed Asset Recovery • Cross-Functional Leadership

PROFESSIONAL EXPERIENCE

Independent Consultant | Real Estate & Business Operations

2025–Present • Bluffton, SC

- Provide independent operations, project-development, market-strategy, and partnership support across real estate and business initiatives, with an emphasis on turning opportunities into executable next steps.
- Evaluate market and project information, organize priorities, and coordinate outreach and stakeholder follow-through in entrepreneurial, lightly structured environments.

Strategic Passive Investments | Operations & Business Manager

2017–2025 • Hilton Head / Remote

- Led day-to-day execution across active real estate investment initiatives, connecting opportunity evaluation, due diligence, capital coordination, partner alignment, project execution, and close.
- Managed \$15M+ in concurrent deals across multiple stakeholders and helped maintain execution across 15+ simultaneous initiatives without losing visibility, accountability, or momentum.
- Worked with executive and development leadership to evaluate new development/redevelopment opportunities, budgets, schedules, operating plans, and investment objectives.
- Supported underwriting and due-diligence processes, coordinated decision information, and surfaced operational risks before they affected timing, economics, or stakeholder confidence.

Strategic Passive Investments *(continued)* | *Operations & Business Manager*

2017–2025 • Hilton Head / Remote

- Coordinated investors, joint-venture/operating partners, vendors, contractors, attorneys, and internal teams; stepped into negotiation and issue-resolution roles when execution stalled.
- Directed field and project coordination as needed, including contractor/vendor oversight, schedule follow-through, quality checks, and real-time issue resolution.

Passive Investment Profits | *Business Operations & Sales Manager*

2004–2017 • Atlanta / Remote

- Directed business operations and sales support across a long-running pipeline of real estate investment opportunities, coordinating activity from evaluation through execution.
- Managed budgeting, tracking, reporting, and operational follow-through across multiple initiatives while maintaining clear accountability among internal and external stakeholders.
- Negotiated and oversaw portfolio-related activity for private investment groups and strengthened relationships with investors, lenders, attorneys, contractors, buyers, sellers, and operating partners.
- Improved internal processes to increase execution reliability, response time, and visibility across active opportunities and market cycles.
- Applied project-management discipline to keep priorities, deadlines, outside parties, and financial objectives aligned over a 13-year tenure.

Vision Tax Lien Services | *Independent Consultant*

2013–2017 • Hilton Head, SC

- Recovered \$5M+ in revenue within 60 days across a \$100M+ distressed portfolio by identifying systemic operational and collection breakdowns suppressing performance.
- Audited portfolio performance, isolated root causes, and implemented corrective strategies, restructuring, and execution controls that produced immediate measurable recovery.
- Worked independently across financial, legal, sales, and operational stakeholders to restore accountability and improve portfolio outcomes.

REAL ESTATE EXPOSURE

Transactions & Investment	Acquisitions, distressed assets, tax liens/tax deeds, foreclosures, short sales, and portfolio strategies.
Development & Property	New construction, fix-and-flip/fix-and-hold strategies, historic renovations, and commercial/residential projects.
Stakeholders	Investors, lenders/bankers, JV and operating partners, attorneys, contractors, vendors, buyers, sellers, and internal development/operations teams.

SELECTED RECOGNITION & INDUSTRY LEADERSHIP

- 2021 Corporate LiveWire - Innovation and Excellence in Real Estate
- 2020 Corporate Vision - Most Influential Leader in Real Estate
- 2017 MReport - Top 50 Emerging Leaders
- 2016 Think Realty - Master Investor of the Year

Industry engagement: *Public speaker, moderator, panelist, and writer on real estate and investment topics.*