



Christopher Paul Schellhammer  
540-808-7389 | chris.schellhammer@gmail.com  
1605 Clover Hollow Road, Newport, Virginia

## Christopher Paul Schellhammer

### EDUCATION

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**Virginia Polytechnic Institute & State University** | Blacksburg, VA | Master of Architecture | 2011  
Honors: Outstanding Graduate Student (2008, 2010), VSAIA School Metal & Henry Adams Certificate (2010) | Summa Cum Laude GPA: 3.95/4.0

**James Madison University** | Harrisonburg, VA | Bachelor of Science | Communications-Media & PR | 1991

### PROFESSIONAL EXPERIENCE

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#### Independent Contractor

Schellhammer Consulting | Blacksburg, VA

02/11 - present

Network with local architects and contribute as needed to their practice. Work includes construction documents, field measurements and existing condition documentation, conceptual design, sketching, hand and computer drafting/modeling/rendering. Maintain Associate AIA status and self-manage IDP/NCARB record.

Sample Projects/Partner Firm:

- "The Social House" historic home conversion into restaurant/Colley Architects - Construction document set for demolition and new construction. Façade restoration set for DHR/restoration credits
- Massy Residence/Summit Studio - Bathroom design, 3D modeling and rendering for remote client self-guided tours review and approval
- Pamplin Trading Laboratory/Architects Alliance - Sketch and computer rendering for classroom design and fund raising efforts for a state-of-the-art stock market training classroom

#### Project Coordinator

05/12 – present

Community Design Assistance Center (CDAC) | Blacksburg, VA

- Manage client relationships and student design teams to meet conceptual design schedules and budgets for architecture projects
- Regularly communicate with local professionals and academic resources to improve client outcomes and enhance the student experience

#### Junior Designer

Summer, 2008

Virginia Tech University Planning, Design and Development | Blacksburg, VA

- Design projects included: campus ornament book, personal recycling systems and office-level recycling containers, Research Design Facility expansion studies
- Evaluated modular and prefab. buildings and assemblies for temporary office and classroom space
- Served on the evaluation team for construction management firms (CM at risk) for the Virginia Tech Performing Arts Center

**President, Marketing & Customer Service Officer**  
Tele-Works, Inc. | Blacksburg, VA

1993 – 2007

During my tenure with Tele-Works, I helped prepare the company's internal processes for growth. The firm improved customer relationships and focused on Tele-Works' core competencies to produce the first profitable years in the company's history. As an officer in a small company, my contributions were many:

### **Sales & Marketing**

- Worked closely with City and County leadership to procure and implement Tele-Works products
- Doubled RFP opportunities and maintained a 85% win rate
- Managed a lean marketing operation using a strategic combination of internal and external resources in support of sales where bookings increased from \$800,000 in 2000 to \$3 million in 2006
- Increased promotional results and reduced advertising costs by publishing customer case studies in trade publications and positioning star customers for high-profile industry awards
- Adopted new print production technologies to merge digital and print media marketing to increase brand awareness, improve turnaround, cut costs and eliminate waste
- Established a lasting brand based on a product-focused value proposition that aligned emerging technology and service trends with traditional government principles

### **Customer Service**

- Communicated regularly with customer base to help meet their needs, improve products and services and share industry success stories
- Balanced customer needs with business objectives to ensure profitable long-term customer relationships. Improved maintenance renewal rates from 75% to 90%

### **Leadership**

- Led 3-year refocusing effort of \$500,000 technology firm operating on an annual net loss to produce the first consecutively profitable years of operation
- Focused energies on all aspects of marketing and promotion of a new product line as the firm reinvented itself during an expansion period where staff increased from 8 to 30 in a 3-year period

### **Product Management and Partner Development**

- Sought out, negotiated and coordinated with partner organizations to design and develop integrated product offerings and supporting sales material

## **ACCOMPLISHMENTS**

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- VSAIA Emerging Leaders in Architecture Graduate (09)
- 4-Year Starter - Offensive Line: James Madison University - IAA Football (1988-92)
- All-State IAA Offensive Guard (1991)

## **RELATED SKILLS**

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Experienced communicator and public speaker  
Effective writer for diverse mediums and audiences  
Technology: Office Suite | Adobe Creative Suite | BIM (Revit) | GIS | Sketchup | Mobile Applications

