DE'ARIS HENRY

Entrepreneur | Business Strategist | Sales & Operations Leader | Recruiter | Investor | Author | Creative Producer

Jacksonville, Florida

PROFESSIONAL SUMMARY

Entrepreneurial business development and operations professional with multidisciplinary experience in commercial sales, contract negotiation, recruitment strategy, real estate investment, subcontractor coordination, maritime logistics, financial operations, and technology venture development. Experience includes developing proposals, structuring agreements, coordinating service providers, evaluating investment opportunities, and designing operational and revenue models. Strengths include strategic relationships, international professional networking, vendor sourcing, business process planning, and practical problem-solving.

CORE COMPETENCIES

- **Sales & Revenue:** B2B prospecting, proposal preparation, pricing, contract negotiation, account development, retention, cross-selling, deal structuring
- **Recruiting & Workforce:** subcontractor and contractor sourcing, vendor evaluation, service-provider qualification, onboarding workflows, compliance and retention planning
- **Operations:** scopes of work, contract administration, project coordination, scheduling, procurement planning, cost analysis, risk management, customer service
- **Real Estate:** investment evaluation, land leasing, seller financing, lease options, creative transaction structuring, loan-to-value analysis
- **Investment & Strategy:** deal economics, contractual terms, equity and revenue-share structures, market demand assessment
- **Technology:** platform concept development, revenue model design, workflow automation planning
- **Creative & Media:** screenplay development, book authorship, IP strategy, production planning
- **International:** cross-border networking, multicultural communication, remote collaboration, maritime logistics

BUSINESS DEVELOPMENT & COMMERCIAL OPERATIONS

One United Enterprise LLC / One United Property Services — Jacksonville, FL

Commercial property services: landscaping, grounds maintenance, pressure washing, tree trimming, landscape restoration, exterior maintenance

- Secured a commercial maintenance agreement with Duval Landing Community, Jacksonville (signed July 2026).
- Developed itemized service pricing: initial grounds maintenance $3,400; subsequent maintenance $1,500 per cycle; pressure washing/fencing $1,400; tree trimming $995; landscape bed restoration $1,285; sidewalk crack treatment $1,500 per service.
- Illustrative scope (initial service, one subsequent cycle, one occurrence of each additional service): $10,080 — illustrative scope value, not verified collected revenue.
- Coordinated subcontractors, planned materials, and structured add-on services to support a recurring commercial account.

RECRUITMENT & WORKFORCE COORDINATION

- Sourced, evaluated, and coordinated subcontractors and vendors to deliver commercial service scopes.
- Developed workforce planning, onboarding workflow, service-provider qualification, and compliance planning approaches.
- Built international professional and remote service-provider relationships.
- Conceived QualifyStaff.com, a credential, certification, background-check, and renewal tracking concept.

Experience centers on contractor and vendor sourcing; it is distinct from formal employee hiring or HR management.

REAL ESTATE INVESTMENT & TRANSACTIONS

- Lorenzo Court, Jacksonville: structured a land lease at $450/month ($5,400 annualized scheduled rent).

- Seller-financed property scenario: proposed $25,000 transaction with installment terms.
- Residential lease-option scenario: proposed $120,000 transaction with a $1,300/month rental component.
- Commercial land development scenario: proposed approximately $315,000 in ten-year base rent, with alternative concepts including monthly rent, revenue participation, and potential equity.
- Evaluated property debt, loan-to-value, and investment structures.

Proposed and scheduled values are not closed sales or realized returns.

MARITIME EXPERIENCE

Merchant Marine — International Shipping

Approximately 2009 – 2011

- Civilian maritime service during the Iraq and Afghanistan conflict era with international shipping and wartime logistics exposure.
- Performed bridge-watch duties and supported vessel operations with an emphasis on teamwork and safety.
- Operated through a severe-weather experience at sea near Spain in 2010.

ADDITIONAL PROFESSIONAL EXPERIENCE

- **Savista:** financial clearance and administrative processes; financial information handling; operational workflows.
- **Jacksonville longshore industry (ILA Local 1408):** port-related work environment and logistics exposure.
- **Rideshare transportation:** customer interaction, scheduling, cost analysis, and daily service delivery.

ENTREPRENEURSHIP & VENTURES

- One United Enterprise LLC; One United Property Services — commercial business development, property maintenance, and contracting (operating).
- New Jerusalem Transitional Housing LLC — housing initiatives, leasing, and property utilization.
- Mortgage Owl LLC — mortgage marketing and financial services business development.
- Greenwood 100 Inc. — nonprofit youth and community support, volunteer and partnership initiatives, international liaison involvement.
- Azoth International LLC / Azoth Studios — technology, digital media, and creative development.
- Concepts: VentureCape, Contractors Clearinghouse, Acquisitioneers; Help The Kids Win youth initiative.

TECHNOLOGY INITIATIVES (CONCEPT STAGE)

WatchingWise.com (parental video monitoring and curation) · QualifyStaff.com (credential tracking) · AttorneyMenu.com (legal referral) · USALawsuitFunds.com (legal funding) · Rideshare Advertising Platform · Azoth Platform · Public Records Automation · Civic Participation Strategy Platform · Cybersecurity Initiatives · Workflow Automation

CREATIVE PROJECTS & PUBLICATIONS

- **Who's Driving My Car?** — personal development book (ISBN 9798172872020).
- **In development:** Chess in Real Life; The Spades System; VowDoo; real estate educational writing.
- **POON** — original adult crime-drama screenplay explored as a feature film and episodic series (Azoth Studios, in development).

INTERNATIONAL NETWORK

Professional connections in the Philippines, Poland, and additional international markets supporting cross-border networking, multicultural communication, international talent and vendor relationships, and remote collaboration.

CAREER TARGETS

Business Development Manager · Director of Business Operations · Sales Operations Manager · Recruiting Manager · Strategic Partnerships Manager · Commercial Account Manager · Vendor Operations Manager · Real Estate Acquisitions Manager