

JAMIE SANTOS GAMAUF

Capital Projects & Development Executive | Hotel Renovations, PIPs & Ground-Up | Owner's Representation | Licensed Architect

323 Inspiration Lane | Gaithersburg, MD 20878 | 240.400.0174 | jamie@jamiegamauf.com | jamiegamauf.com

I think about stuff, draw stuff, build stuff, and fix stuff. I've swung a hammer, cooked on a line, and launched an online app. I've built brands and bettered them. I'm a licensed architect with 20+ years leading design, construction, and capital projects in hospitality, taking hotels and restaurants from first sketch to final punch list. I work the drawing board and the job site as one, so the expensive problems surface early instead of late. Good enough is never enough. Let's see what we can build together.

KEY SKILLS

- Capital Project Management & Budgeting
- Hospitality Renovations & PIPs
- Brand Conversions & Standards Compliance
- Vendor Negotiation & Strategic Partnerships
- Team Leadership & Department Overhauls
- Architectural Design (AutoCAD, Revit)
- Project Scheduling & Risk Management
- LEED/Sustainability Compliance

PROFESSIONAL EXPERIENCE

VICE PRESIDENT, CONSTRUCTION + BUSINESS DEVELOPMENT

2026-PRESENT

ROCKSOLID GENERAL CONTRACTORS, INC. | ROCKVILLE, MD

- Apply licensed-architect credentials and 20+ years of hospitality design and construction expertise to sharpen preconstruction, estimating, and delivery capabilities and advise ownership on growth strategy.
- Established in-house PIP and project/design management service lines, broadening the firm's offering beyond general contracting and positioning Rocksolid to be more adaptive to client needs and competitive on full-service engagements.
- Stand up the company's operational backbone. Implementing systems, processes, and project controls to support scalable, higher-volume delivery.
- Develop client, subcontractor, and vendor relationships and strategic partnerships, strengthening the firm's competitiveness on higher-value pursuits.
- Shape bid and proposal strategy to improve win rates on competitive, larger-scale projects.
- Lead business development for a Washington, DC-area general contractor, building the project pipeline and positioning the firm to compete for larger commercial, hospitality, senior living, and multi-family work.

VICE PRESIDENT, CAPITAL PROJECTS

2019-2026

PM HOTEL GROUP | CHEVY CHASE, MD

- Managed capital projects for 60+ hotels, overseeing \$24M in new capital expenditures and \$42M in PIP and renovation projects, including full guestroom and public-space renovations at the 293-key Homewood Suites by Hilton New York/Midtown (\$3.6M), 160-key Homewood Suites by Hilton Washington DC Convention Center (\$3.4M), and 168-key Hampton Inn & Suites Washington DC-Navy Yard (\$2M).
- Managed multimillion-dollar hospitality development budgets, including the \$10M full guestroom and public-space softgoods PIP at the 348-key Sheraton Harrisburg Hershey and the \$8M Plus-to-Premier conversion at the 164-key Best Western Premier in Rockville, MD.

JAMIE SANTOS GAMAUF

Capital Projects & Development Executive | Hotel Renovations, PIPs & Ground-Up | Owner's Representation | Licensed Architect

- Led teams through complex hospitality developments and renovations, including the \$4M 14-year PIP at the 126-key Fairfield Inn & Suites DC/New York Avenue and the \$3.2M brand conversion to City Express at the 126-key City Express DC, delivering on scope and schedule.
- Directed major renovation programs, including the \$3.5M full guestroom softgoods PIP at the 324-key Crowne Plaza Dulles Airport and the \$4.2M full guestroom PIP at the 280-key Hilton Baltimore/BWI Airport.
- Partnered with ownership and operations on annual capital budget planning, including the \$3M PIP at the 119-key Courtyard by Marriott Burlington/Mt. Holly and \$1M+ renovations at the 150-key Airlie Hotel in Warrenton, VA.
- Built vendor partnerships that maximized purchasing power, including \$1.5M PIPs at the 119-key Hampton Inn Denville/Rockaway/Parsippany and the 125-key Hampton Inn Philadelphia/Mt. Laurel.
- Set best practices and material standards aligned to brand objectives, ensuring execution from concept to completion.
- Reviewed bids to ensure competitive pricing on multimillion-dollar projects.
- Planned, monitored, and managed projects, securing approval for budget, schedule, scope, and design.
- Implemented rigorous quality controls, ensuring compliance with industry standards across all design and construction.

PRINCIPAL

2018-2019

THREE TREE ROAD | GAITHERSBURG, MD

- Owner's Representation & Project Management Consultancy
- Served as owner's rep for \$8M in restaurant construction projects, including Ted's Bulletin, Kramerbooks & Café, and Federalist Pig expansions/remodels.
- Developed schedules, maintained operational parameters, and exceeded profit margins through strict adherence to budgets, cost containment, negotiation, draw analysis, and change-order minimization.
- Delivered weekly executive reports ensuring transparency and timely project completion.

DIRECTOR, HOSPITALITY

2018-2019

CR ARCHITECTURE + DESIGN | BETHESDA, MD

- Established DC satellite office and led diverse team of architects/designers focused on premier hospitality projects.
- Strengthened client relationships and leveraged partnerships to expand firm's hospitality portfolio and secure new opportunities.

SENIOR DIRECTOR OF DESIGN & CONSTRUCTION

2014-2018

HMSHOST | BETHESDA, MD

- Overhauled Design department, establishing objectives, accountability, company-wide brand/design standards, and quality promotion across 300+ brands.
- Managed design, construction, and delivery of North American spaces, overseeing \$225M in new builds/remodels plus \$4M in third-party fees while adhering to project management principles and airport criteria.
- Collaborated with international/regional brand teams, directed staff development, contributed to RFP successes, implemented Smartsheet for efficiency, and coordinated milestones, approvals, specs, and labor-cost reductions.

DIRECTOR OF DESIGN & PROJECT MANAGEMENT

2007-2014

MARRIOTT INTERNATIONAL | BETHESDA, MD

JAMIE SANTOS GAMAUF

Capital Projects & Development Executive | Hotel Renovations, PIPs & Ground-Up | Owner's Representation | Licensed Architect

- Promoted during department restructuring; became lead on complex projects, implementing 10+ Great Room conversions that increased F&B sales 30% portfolio-wide.
- Directed conversions of Holiday Inn Select hotels to full-service Marriotts (Louisville East: 252 keys, 2015 Hotel of the Year West Region; Memphis Southeast: 232 keys).
- Led groundbreaking-to-opening of landmark properties: DC Marriott Marquis (1,175 keys, 1M+ sq ft, LEED-Silver, largest DC ballroom, 105K sq ft meeting space, opened 2014); Marriott Port-au-Prince, Haiti (176 keys, first on island, self-sufficient with wastewater/electrical systems, 2012 joint venture with Digicel/Clinton Foundation).
- Managed PIPs across Autograph Collection, Marriott Hotels, Renaissance, JW Marriott brands.
- Conceived, developed, and launched global online PIP software application adopted worldwide; received A&C Distinguished Service Award for Risk Taking.

PROJECT MANAGER

1998-2007

ARIA GROUP ARCHITECTS | OAK PARK, IL

- Led one of four internal design studios (12 reports) focused on restaurant/bar/hospitality projects; promoted to Lead Project Manager for Lettuce Entertain You Enterprises, including five new Wildfire restaurants.
- Developed design/brand standards for Hyatt Place, Fox & Obel, Go Roma, Dagwood Sandwich Factory, and La Madia.
- Created AutoLISP scripts and custom AutoCAD programs to boost drafting efficiency.

EDUCATION & PROFESSIONAL CREDENTIALS

UNIVERSITY OF ILLINOIS AT URBANA-CHAMPAIGN, URBANA-CHAMPAIGN, IL

Bachelor of Science Architectural Studies

LEED Accredited Professional | Licensed Architect

TECHNICAL PROFICIENCIES

AutoCAD | Revit | Bluebeam | Microsoft Outlook | Microsoft Word | Microsoft Excel | Microsoft PowerPoint | Microsoft Project | Adobe Photoshop | Adobe Acrobat | Smartsheet

VOLUNTEER EXPERIENCE

Kentlands Downtown Working Group: Represent community on redevelopment efforts with City of Gaithersburg.

Mary of Nazareth Catholic School: Soccer Coach, Musical Set / Stage Builder

AWARDS

Distinguished Service Award for Risk Taking, Marriott International

- Conceived and executed global online PIP application (used worldwide); recognized for initiative, teamwork, customer focus, and continuous improvement.