

# JONATHAN LANGFORD

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## EXPERIENCE:

- Director of Real Estate, Aspen Dental Management, Inc.** 2019 – Present  
Newport Beach, CA (remote office)
- New store acquisitions for the Western United States
  - Leads comprehensive management from site selection and negotiations through lease execution and construction.
  - Prime regional retail dental offices in 800+ locations nationwide
  - Selected and directs brokers in diverse new and existing markets to execute dynamic growth strategy.
- Real Estate Manager, Dollar Tree, Inc.** 2014 – 2019  
Cerritos, CA (regional office)
- New store acquisitions for California, Nevada, and Utah
  - Surpassed new store growth projections during heightened expansion period of this public, international corporation operating in over 15,000 locations.
  - Managed regional brokerage relationships (external), and regional company operations managers (internal).
- Real Estate Manager, 99¢ Only Stores** 2011 – 2014  
Commerce, CA (corporate headquarters)
- New store acquisitions for California, Arizona, Nevada, and Texas
  - Increased scope and presence of this private, strong, regional grocery chain, now operating in 390 locations.
- Legislative Assistant, United States Congressman Dan Lungren** 2008 – 2011  
Washington, DC
- Advisor to Congressman on specialized policy decisions
  - National Defense, Military, Small Business Legislative Assistant
- Market Analyst, NCA Real Estate** 2007  
Newport Beach, CA
- Researched and presented micro and macroeconomic information regarding local and national investment properties.
- Real Estate Associate, Steadfast Companies** 2004 – 2006  
Newport Beach, CA
- Diversified experience working in large, international, retail and commercial real estate company.

## EDUCATION:

- University of Southern California (USC)** 2004 – 2008  
Los Angeles, CA
- BS – Marshall School of Business – Real Estate Emphasis
  - President, The Pi Kappa Alpha International Fraternity (PIKE)

## PROFESSIONAL:

Salesperson Licensee #02014737, California Bureau of Real Estate (BRE)  
Member, International Council of Shopping Centers (ICSC)  
Vice President & Facilities Chairman, Friends of Newport Beach Animal Shelter  
Chapter Advisor, Gamma Eta Chapter of Pi Kappa Alpha at USC

## PERSONAL:

Mariners Church, California Beach Volleyball Association (CBVA),  
National Rifle Association Life Member,  
Married with two children

*Excellent Professional and Personal References available upon request.*