

Allison Ables Janes

Business Operations · Project & Product Implementation · AI-Assisted Development · Real Estate & New Construction

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PROFESSIONAL SUMMARY

Business operations and project leader with nearly two decades of experience building companies, managing complex client and vendor relationships, coordinating real estate and construction projects, and turning operational problems into organized systems.

Founded and grew a brokerage and property-management company, managed a portfolio of up to 250 homes, and completed its sale to Watson Realty Corp. Later expanded into residential construction coordination and, more recently, digital product development using AI-assisted tools.

Career experience spans business ownership, operations at scale, client service, coordinating projects across many people and teams, process improvement, and practical product development. Particularly strong at understanding how people actually work, identifying where a process breaks down, translating that into requirements and workflows, and carrying solutions from idea through implementation.

CORE CAPABILITIES

Business Operations: Operations management · Process improvement · Prioritization · Vendor management · Client relationships · Business development · Documentation · Change management

Projects & Implementation: Project coordination · Stakeholder management · Requirements definition · Cross-functional execution · Quality control · Implementation · Training · Follow-through

Digital Products & Workflow Design: Digital product development · Workflow design · UX and information architecture · AI-assisted development · Testing and QA · User onboarding · Iterative improvement · Data-informed decision making

TOOLS

Business & Analysis: Microsoft Excel / Office · Google Analytics · Google Search Console

Digital & Web: WordPress · GitHub · Cloudflare Pages / Workers · Canva

AI-Assisted Development: Claude Code · ChatGPT

PROFESSIONAL EXPERIENCE

Broker Associate | Team JL, Watson Realty Corp.

2019 – Present

Gainesville, FL

Operate at the intersection of business development, client service, project coordination, digital strategy, and real estate, often across projects where no single participant controls the entire process.

- Coordinate complex work across buyers, sellers, builders, designers, trades, vendors, lenders, HOAs, and other stakeholders, keeping projects moving through competing priorities when no single person controls the whole process.
- Lead business development and client relationships for Team JL, applying nearly two decades of local-market experience to long-term, referral-driven growth.
- Designed and built TeamJLHomes.com, evolving a traditional real estate website into a custom platform with thousands of property pages and dozens of MLS, public-record, and local-data connections.
- Take the messy version of what the team or a client needs and turn it into requirements, workflows, data logic, content, test plans, and working solutions built with AI-assisted development.
- Lead ongoing product decisions across property search, new construction, seller tools, local data, analytics, SEO, and internal workflows.
- Use analytics, Search Console, user behavior, and real-world agent and client needs to continuously improve how information is organized and delivered.

Transferable strengths: Keeping complex work moving across people I don't directly manage, understanding what clients actually need, taking ownership of a product, and translating business problems into working solutions.

New Home Sales & Project Coordination | William Weseman Construction

2015 – Present

Longstanding builder relationship through Allison Ables Real Estate and Team JL at Watson · Gainesville / Newberry / Alachua, FL

Represent a third-generation local home builder across multiple communities through my brokerage work, coordinating the details that move a home from plan and promise to completed product.

- Manage selections and specifications, allowances, change-order pricing, HOA requirements, warranty documentation, and closeout across active new-construction projects.
- Coordinate owners, buyers, designers, vendors, and trades while tracking decisions that may have consequences months later in the build.

- Turn what customers expect into clear documentation and specific project details before those decisions become expensive field problems.
- Support business development, community positioning, website and content strategy, and customer communication alongside operational construction work.

Transferable strengths: Getting the details clear before work starts, anticipating risk, documentation, quality control, vendor coordination, and knowing that field problems are usually created long before they become visible.

Founder / Owner / Broker | Allison Ables Real Estate & Property Management

2010 – 2018

Gainesville, FL

Founded and operated a full-service brokerage and property-management company through 2018; completed the sale to Watson Realty Corp. in March 2019.

- Built the operating systems required to manage a portfolio of up to approximately 250 individually owned homes, each with its own owner, tenant, vendors, financial activity, deadlines, maintenance issues, and exceptions.
- Managed business operations across sales, property management, marketing, HR, payroll, budgeting, client relationships, vendors, maintenance, leasing, and day-to-day problem solving.
- Learned to prioritize under constant competing demands while maintaining accountability to hundreds of individual owners and tenants.
- Grew the company into a 2016 University of Florida Gator100 honoree, ranked #44, recognizing one of the fastest-growing Gator-led companies.
- Built a business with systems, relationships, and working knowledge strong enough to support its sale to Watson Realty Corp.

Transferable strengths: Running complex operations at scale, financial judgment, managing people and vendors, building processes that hold up when real life gets messy, and owning the outcome under pressure.

Realtor | Keller Williams Gainesville Realty Partners

2009 – 2010

Gainesville, FL

Began building a career around client representation, negotiation, local market knowledge, and high-accountability transaction work.

Transferable strengths: Customer trust, communication, negotiation, responsiveness, and comfort operating in high-stakes situations where details and deadlines matter.

SELECTED DIGITAL WORK

Team JL Real Estate Platform

Product Owner

teamjlhomes.com · [Case study](#)

Designed and continue to manage a custom real estate platform that combines property search with the local information people need to make decisions, with 2,000+ data-driven listing and neighborhood pages, including 1,800+ listing pages and 300+ neighborhood pages, and dozens of MLS, local, and public-data sources.

Lead requirements, workflow design, UX and information architecture, content, data strategy, AI-assisted development, testing, QA, compliance coordination, analytics, and ongoing product improvement.

Demonstrates: Owning the product end to end, systems thinking, clear requirements, working confidently with many data sources, QA, prioritization, and turning business problems into working solutions.

SELECTED VOLUNTEER BUILDS

The CCC MomCo App

Volunteer build

[CCC MomCo App \(demo copy\)](#) · [Case study](#)

A mobile-first community information and event platform for one local chapter of about 55 members, with role-specific views for members, leaders, and coordinators and separate onboarding for each group.

Demonstrates: Understanding what each user group needs, simple workflows, clear onboarding and documentation, and a system volunteers can maintain.

Santa Fe Weight Room Coach

Volunteer build

[Santa Fe S&C \(demo copy\)](#) · [Case study](#)

A real-time coaching assistant used daily across five classes plus football and weightlifting programs. It runs timing, station information, cues, and whistle prompts so the coach can focus on form, technique, encouragement, and safety.

Demonstrates: Workflow analysis, choosing the right work to automate, designing for people who need the tool to work in the moment, and using technology to support rather than replace human judgment.

EDUCATION & LICENSURE

University of Florida · B.S. Finance

2009

Florida Real Estate Broker · Licensed in Florida real estate since 2008