

**ACQUISITIONS | REAL ESTATE | PROCESS IMPROVEMENT | PROJECT MANAGEMENT**

Innovative, profit oriented, senior executive with demonstrated success in increasing revenues, market share, and earnings, achieving cost reductions, and improving client satisfaction in customer centric operations. Specializes in bringing new ventures from initial conception through completion with effective management as well as establishing new value within existing enterprises. Over 18 years of impressive success in multiple sectors, running company-wide operational functions and leading large-scale projects while making/executing sound strategic decisions. Proven talent to analyze competitive landscapes, conduct research, and align product offerings with customer requirements. Utilizes strong successful managerial experience in corporate operations to establish quality, safety and financial standards producing positive impact on overall performance of the organization.

**CORE COMPETENCIES:**

- Retail Site Acquisition, Commercial
- Real Estate Development, Management
- Cost Control, Benefit, Reduction
- Investment & Competition Analysis
- Opportunity Evaluation, Revenue Streams
- Continuous Process Improvement
- Infrastructure, Procurement & Oversight
- Site Selection, Negotiations
- Technology Introduction, Enhancement
- Internal Business Process Outsourcing
- Technology Web, Cloud Based Migration
- Product Development
- Vendor Selection, Management
- Project, Property Management
- Construction, Operations
- Software, Programming
- Social Media Utilization, Management
- Zoning, Planning, Compliance

**PROFESSIONAL EXPERIENCE:**

**Xxxxx xxxxxxxx, Washington D.C.**

**2010 – Present**

**Vice President of Acquisitions & Operations**

- Manage day-to-day operations of multi-faceted Washington, D.C.–based Real Estate Development Company.
- Oversaw property management of 50 rental properties, commercial residential and mixed use.
- Charged to completely design, build out and fire-up of turnkey restaurant projects (2): opening of Shaw's Tavern, 520 Florida Avenue NW (2012); The Washington Firehouse Restaurant, 1626 North Capitol Street NW, (2014).
- Initiated and oversaw migration of local Excel accounting methodology to cloud based property management/accounting system, providing web portal to tenants resulting in increased tenant retention, streamlined maintenance requests and increased efficiency of rent payments via online payment tool.
- Managed every aspect of acquisition of the Historic Engine Company 12 project at 1626 North Capitol Street NW from The Mayor's Office of Economic Development, The City of the District of Columbia.
- Integrated functional strategies, utilizing business expertise to reach financial and operational objectives.
- Acquired several key development properties in NW D.C., and personally negotiated the purchase of the Chapman Stable Complex (57 N Street NW, 54-66 Hanover Place NW) resulting in \$30M+ in profit potential from planned mixed use 34K square foot development project.
- Developed long-term diversification investment strategy for buy and hold properties; Anacostia/Southeast area, setting the stage for triple investment future revenue growth.
- Highly involved with acquisitions in recognized market areas with possible long-term investments to double/triple future outcomes.

**Xxxxx xxxxxx, xxxxxxxx, MA**

**2005 – 2007**

**President**

- Designed and developed online gaming facility concept (multi-location internet café and online gaming facility) taking facility from concept to reality in under 6 months.
- Built single-store revenues; \$45K+ month; identified niche market through targeted marketing programs.
- Reported increased month-over-month sales throughout a six-month period.
- Developed new marketing strategies to capture market channels with new clients.
- Utilized vast experience with branding to introduce and evaluate new product offerings to end user clients.
- Personally oversaw all aspects of site acquisition and commercial lease negotiation.
- Managed multi-store employee group consisting of full-time/part-time employees, shift managers and store managers.

**xxxxxxxxxxxxx CORPORATION, xxxxxx, NC**

**1999 – 2007**

**President**

- Increased customer base by 1,100 percent by implementing new marketing strategy.
- Increased company revenues from \$126K in 1999 to \$1,485,000 in 2002.
- Successfully implemented outsourcing of programming and development to a group in Ukraine.
- Raised 1.5M in private equity capital for expansion and acquisition of other startups.
- Restructured and relocated technical support to a more efficient group in Vancouver, British Columbia.
- Administered full range of web services to more than 300 clients including; web hosting, system administration, website design, network security, programming and database management.
- Developed user-friendly technology tools for independent access, maintenance, update of own websites.
- Met corporate/nonprofit client preferences by utilizing 100% solar energy to power servers.
- Ability to perform competitive analysis successfully comparing firm's products versus competitors.

**xxxxxxx TECHNOLOGIES, INC., xxxxx, MD**

**1997 – 1999**

**Vice President, Sales**

- Tripled monthly sales per representative from \$500K to \$1.5M and \$63M in annual revenues; grew to single source integrator of computer solutions.
- Increased sales force (8 to 45); directed multiple function areas (division directors/department managers).
- Expanded 3 new regional offices within less than a year and government/contractor sales divisions.
- Oversaw the creation of a value-added network services department and an internet services division.
- Managed the company's attendance at several regional and national trade shows.
- Developed functions essential for increasing firm's productivity; product promotion and placement.
- Evaluated and established standards and guideline that were to be followed by all production departments.
- Monitored policies and developed new operational procedures for firm in order to increase efficiency.
- Managed/supervised operations daily; sales, purchases, supply chains, manufacturing, resourcing, and distribution.

**Xxxxx xxxxxxxxx, New York, NY**

**1996 – 1997**

**Senior Sales Manager**

- Managed the largest single location consumer electronics store by sales volume in the world.
- Supervised floor sales staff (40); directed retail merchandising efforts; increased POS performance.

**EDUCATION:**

Durham Technical Community College, Durham, N.C., 2005–2008

xxxxxxx, Arlington, VA., 1999–2001

The National Institute of Real Estate NIRE Falls, Church, VA., 1989–1990

The University of NC at Wilmington. History Major, English Minor, Wilmington, N.C., 1987–1989

**CERTIFICATES:**

NFPT Personal Trainer Certification, 2010

Internet Development, Programming and Web Site Design Certification, 2001

Virginia Real Estate License, 1990-1994

Interests: Whitewater Rafting, Travel, And Amateur Photographer