

JOHN DOE...PROFITABILITY & MARKET EXPANSION THROUGH EXEMPLARY LEADERSHIP AND VISION

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Commercial Real Estate, Acquisition/Development, Leasing, Sales, Capital Markets, Budget, P&L

Senior Executive with a 15+ year track record of stellar performance developing real estate investment firms with expertise in acquisitions, asset management, development, and capital structuring. History of delivering profitable returns through effective operations management, acquisitions, and expansion in both domestic and international markets. Contracts ranging from \$1M - \$300M with an average of \$20M - \$30M.

Leadership Competencies that Drive Strong Business Outcomes

- Primary & Secondary Capital Markets
- Real Estate Economics, Market Research & Analysis, Economic Impact
- Financial Modeling & Underwriting
- Acquisition, Dispositions, Workouts
- Term Negotiation, Transaction Management
- Hospitality, Industrial, Multi-Family, Retail, Office Space, Medical Experience
- Capital Structure & Restructuring
- Team & Stakeholder Relations
- Banking, Regulatory, and Compliance
- Development & Value Add Execution

A Career of Delivering Increased Profits and Shareholder Value

VICE PRESIDENT, CW Financial Services LLC., Bethesda, MD **2010 – Present**

Driving force behind creation of capital placement platform. Led the creation of commercial real estate lending platform with originations of \$1B within the first two years. Restructure of \$3B+ of non-performing RE positions.

Serves as a trusted advisor to CEO & senior management.

- **Oversaw a team deployed to Danska Bank in Dublin, IE**—Provides credit strategy for \$6B+ Euro non-core holdings.
- **Analytics & Measurement**—Resource to various internal/external groups seeking capital markets analytics.
- **Distressed Assets**—Restructure, litigation, and recapitalization with investors in the U.S. and Europe.
- **Prepares and Presents Credit Applications** in compliance with fiduciary, investor, rating agency, and policy.
- **Dispositions**—Manages & executes approved credit plans with approx. \$5B (U.S.); \$6.7B (E.U) of credit applications.
- **Implements Risk Management Techniques**—Creating predictable and lasting cash flow streams.
- **Corporate Training**—Led company-wide training committee for senior and junior associates.

DIRECTOR OF INVESTMENTS, Guru Capital Partners, Manhattan, NY **2008 – 2010**

Started up a company appointed to oversee distressed CRE transactions for domestic and foreign fund clients.

- **Performed Full-Cycle Investment Analysis**—Profitability and risk evaluation.
- **Ensured the Firm's Corporate Policies Were Met**—Guided regulatory and third-party audit controls.
- **Transactional Vendor Relationships**—Third party reports, brokerage, and management services.
- **Led Origination & Trading Platform Deals**—Reviewed 100's prior to presenting approx. 50 raw deals to investors.
- **Investor Relations Communications**—Summaries, offering memorandums, and confidentiality agreements.

VICE PRESIDENT OF REAL ESTATE SERVICES, Millennium USA, Manhattan, NY **2007 – 2008**

Highly recruited by Millenium just prior to completing studies at The Johns Hopkins University - Carey Business School. Restructured real estate division awakening a stalled pipeline of deal flow.

- **Investor Risk Profiles/Investor Relations**—Reduced risk and maximized recovery; oversaw key staff.
- **Deal Flow & Acquisition Sourcing**—Retained and expanded European and Middle Eastern capital sources.
- **Development & Asset Management**—In-house and 3rd party; \$100M (aggregate), \$250M (pre-development).
- **Vendor Management**—Sourced, selected and negotiated terms to maximize returns in a declining environment.

REAL ESTATE DEVELOPER, Manekin, LLC., Columbia, MD

2006 – 2007

Joined Manekin in the capacity to learn the design, pre-development, and development of multiple large-scale building projects that included \$10M+ of off-site public improvements. Guided from the beginning stages throughout the full development phases.

Select Development Project Achievements:

- **M Square, University of Maryland Research Park, 2M sq. ft.**—In charge of master plan, \$10M+ off-site public improvements, EPA LEED Certified 120,000 sq. ft. of spec building, design/build out.
- **Greenbelt Medical Office Building 42,300 sq. ft.**—Led base design, coordinating construction, disposition, design/build out for medical tenant users.
- **Park Center, Medical Office Building, Harford County**—Pre-development site/engineering design, governing approvals, and end user marketing space.
- **Mixed Use, Ridgeville, SC., 1,100 acres**—Oversaw regulatory approvals for master planned community including 2K+ residential lots, 90-acre town center, public space, and waste treatment plant.

DIRECTOR OF DEVELOPMENT, Plaisance Development, Inc., Washington, DC

2001 – 2006

Principle

Developer of \$50M of hospitality properties for 3rd party investors including design, financing construction supervision and transition to asset management. Successfully negotiated with regulatory and public groups to gain use and permit approvals as well as obtained approvals for Public Utility Districts (PUDs), and renovation services for third party owners.

MANAGER, BRAND MANAGEMENT Choice Hotels International, Rockville, MD

1998 – 2001

Guided integrated brand management team for this 750-property hotel portfolio. Implemented a \$5M national marketing and advertising campaign and represented the company at conventions and association board meetings. Directed a \$5M renovation fund that helped renovate properties.

Educational Background

The Johns Hopkins University - Carey Business School, Course Work Toward MSRE, International Real Estate (3.85 GPA),
¾ Completion - Highly Recruited by Millennium USA Prior to Graduation
Georgetown University, Audited Post Graduate MSRE Courses, Mentored Real Estate Competition Team
Johnson & Wales University, B.S., Hospitality Management & Development (3.85 GPA), Silver Key Society

Associations

Urban Land Institute, National Association of Industrial and Office Properties, Certified Commercial Investment Member Candidate, International Council of Shopping Centers, National Association of Home Builders, Royal Institute of Chartered Surveyors Candidate, JHU Real Estate Forum, Capital Lodging Forum

Publications

Patel, Rakesh (2015). Borrower & Investor Forum on Real Estate Mezzanine & Subordinated Debt - Documentation & Deal Structuring Today to Offer Greater Protection in Workouts Tomorrow. Online: Information Management Network.

Technical

Proficient in Microsoft Office (Emphasis on Excel with Cristal Ball Add-On, Scheduling Software),
Project Management Software, CRE Databases (REIS, COSTAR, TREPP, Intex, ReallInsight)