

# Client Name

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**EXECUTIVE VICE PRESIDENT** with over 25 years' professional experience including 15 years of multi-million dollar national acquisition and disposition experience. Full range of analytical and communication skills with experience in revenue enhancement and operational efficiency. In-depth understanding of complex partnership agreements and loan arrangements.

Nationally recognized investment real estate speaker and panelist, with exposure in publications including The Wall Street Journal, National Real Estate Investor, GlobeSt.com, Commercial Property News and Forbes Magazine. Speaking engagements at national and regional industry conferences include CB Richard Ellis, Coldwell Banker Commercial, CCIM Northeast, Federation of Exchange Accomodators and Information Management Network.

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## CAREER HISTORY

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**CCC REAL ESTATE, LLC**, New York, NY ..... 1999-present

### **Executive Vice President, Principal**

Recruited by partner to direct boutique startup, securing investment property acquisitions and dispositions with current portfolio valued at \$300 million and including retail, office, industrial and multi-family real estate assets totaling five million square feet. Close interaction with third party consultants including attorneys, title agents, sales associates, property managers, construction consultants and diligence companies.

- Acquired \$300 million in national investment properties within three years.
- Increased company profit by 20% by cultivating over 100 national third-party sales relationships, encompassing real estate and securities brokers and broker dealers responsible for the sale of tenant-in-common (TIC) investment properties.
- Established relationship with CB Richard Ellis, securing competitive National Management and Brokerage Agreements for new business. Additional regional development and management companies including Carlsbad Properties, Prime East Development, Woodridge Development and ABC Capital Markets.
- Negotiated and developed national business alliances and service contracts with third-party vendors including financial institutions, title companies, intermediaries and diligence companies such as Bank of America, First American Title, New York Title and Investment Property Exchange.

**REALTY COMPANY 123**, New York, NY ..... 1993-1999

### **Vice President, Northeast & Director of Operations**

Region: New York, New Jersey, Connecticut, Rhode Island and Massachusetts

Founded, staffed and led operations of five-state regional operating division startup, opening regional offices including one central New York office and six field offices. Maintained close working relationship with National Director and played key role in company re-branding. *Managed 3 direct and 150 indirect reports.*

- Increased market share by 100% and reached over \$500 million in annual sales, achieving profitability within 18 months. Left legacy allowing region to reach \$1 billion in sales in 2005.
- Negotiated and developed twelve *[Proprietary] Contracts* with National and Northeast corporations including Central, Whirlpool, McDonalds, Taco Bell, Chase Manhattan Bank and Key Bank.
- Recruited and trained 50+ Tri-State commercial sales associates, creating strategic marketing and commission incentives against competitors. Developed and implemented training program to transition residential realtors to commercial realtors, and strengthen the skills of existing commercial realtors.

**CENTURY 21 PREFERRED PROPERTIES**, Parsippany, NJ.....1990-1994

**Branch Sales Manager**

Recruited by CEO and Regional Manager to stabilize flagging office by offloading poor performers and hiring and training new sales associates. Created new marketing program to maximize “one stop shopping” idea for home, mortgage and title. *Managed 3 direct and 50 indirect reports.*

- Stabilized branch and brought revenues to \$60 million, increasing sales by 35% and market share by 15% in less than 18 months.
- Reduced average days on market by 20% by implementing comprehensive marketing program and establishing new vendor contracts. Leveraged television advertising and created internal telemarketing systems utilizing top producer client management software. Appointed personal assistants for top producers.
- Shortened new agent profitability to within 90 days of hire by instituting multi-disciplined [*Proprietary*] *Tracking Training Program*, which included daily cold calling, open houses, and mentoring by experienced associates.

**RE/MAX RESIDENTIAL SALES**, Red Bank, NJ.....1986-1990

**Sales Associate / Branch Sales Manager**

Recruited to re-open branch and manage merger with competitor, [Company Name Withheld] Realty. Led real estate consulting, leasing, investment sales and management efforts; and aggressively developed new business relationships. Recruited and trained 25 new practitioners. *Managed 3 direct and up to 40 indirect reports.*

- Brought branch to \$50 million in revenues, having earned 15% market share within 18 months.
- Site locator for investment and financial institutions including Key Bank, Chase Bank, [Name Withheld] Bank and [Name Withheld] Bankcorp.

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**EDUCATION, LICENSURE & MEMBERSHIPS**

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- National Association of Realtors, *member since '88*
- New York Association of Realtors, *member since '88*
- New York City Association of Realtors, *member since '88*
- Northeast Association of Realtors, *Director, '92-'97*
- New York Association of Realtors PAC, *Chair, '95-'96*
- Multiple Listing Service of New York, *Director, '92-'97*
- New York Commercial Assoc of Realtors, *Director, '99*
- International Council of Shopping Centers, *member*
- Institute of Real Estate Management, *member*
- Federation of Exchange Accomodators, *member*

- Investment Program Association, *member*
- Financial Planners Association, *member*
- Tenant-In-Common Associations  
*Founding Committee Member*

Real Estate License, NY and NJ, *1988*

Communications & Business Disciplines  
Columbia University, New York, NY, *'75-'78*