
REAL ESTATE ANALYST & FINANCIAL EXECUTIVE

15+ years' success leading real estate development innovation for high-growth organizations

Enterprising and versatile **Real Estate Analyst and Financial Executive** with broad experiences and unique skills set for strategic management of multimillion-dollar, and mission-critical real estate and land development projects across real estate, technology, and finance sectors. Outstanding leadership and analytic skills for leading teams in optimizing project outcomes for sustainable profit and market growth across competitive landscapes, through expert accounting and financial analysis, and aligning project objectives and operations with organizational goals. Adaptive self-starter with strong organizational skills for managing multiple concurrent projects; translating business requirements into technical solutions, and streamlining processes for improvements. Articulate communicator for forging relationships for organizational success.

HIGHLIGHTS OF EXPERTISE

- Project Management Lifecycle
- Asset Management Software
- Accounting/Financial Analysis
- Business/Land Development
- Operations Research
- Social Media Marketing
- Land Programming
- Technology Integration
- Municipal Bonding
- Real Estate Development
- Investment Banking
- Process Development

~ TECHNICAL EXPERTISE ~

Microsoft Office (Word, Excel, Access, PowerPoint, Outlook) • Microsoft Visual Studio • Yardi • ARGUS
Timberline • RealPage • Adobe Master Suite • QuickBooks • Salesforce.com

Rapid Application Design (RAD) • Object-Oriented Analysis & Design (OOAD) • Waterfall Approach
Spiral Approach • Prototyping Approach • Integrated Software Development •

Ajax • PHP • ASP • ASP.net • Azure
.NET • REST • SQL • HTML • HTML 5 • iOS • Object C
Cisco • Hewlett Packard • Sun • IBM • Apple • Windows

CAREER SUMMARY

Managing Agent | KW Commercial | Jupiter, FL

2016 – Present

- Leads successful company-wide commercial real estate initiative for Keller Williams Commercial Real Estate
- Initiate and Administer corporate leasing and investment acquisition team for South Florida Region
- Adapt industry standards into predominantly residential corporate culture
- Integrate cross-platform services to establish synergies between all branches of Keller Williams
- Oversee and Manage national marketing initiatives to bolster South Florida investment
- Author weekly articles recognizing current market trends and attributes of investment cultures

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Operational Consultant & Analyst | RICHARD G. LUBIN, P.A. | West Palm Beach, FL 2013 – 2016

- Lead successful organization-wide operations research management for law offices of board-certified criminal trial lawyers, representing affluent individuals and large corporations across country
- Develop effective models for showcasing complex issues for internal use, and for preparing client trials
- Bolster client defense through identifying and providing innovative resolution to problems, by collaborating with senior management
- Administer comprehensive testing and validation for various business models
- Define and meet internal data security and encryption requirements; while identifying operational problems by gathering and analyzing information
- Facilitate communication flow by disbursing professional reporting to attorneys, courts, and clients

Key Accomplishments:

- Achieve successful implementation of solutions by performing due diligence, clarification, and analysis of objectives, in collaboration with appropriate staff
- Produce certified reports for trial use; and formulate optimal plans and client strategies through assessment of alternative courses of action, focusing on technological and financial methodologies

Managing Director | KR CAPITAL MANAGEMENT | New York, NY 2004 – 2012

- Established state-of-the-art design and development of millions of square feet of commercial and residential real estate across United States
- Specialized in large-scale financial and real estate based corporate asset and development services for international hedge-funds, investment firms, clearing houses, investment banks, and municipalities
- Oversaw all due diligence, entitlement, land programming, budgeting, municipal bonding, contractor oversight, and end-user relations for large scale, mixed-use and resort communities
- Maintained accurate and ongoing financial management of projects, via advanced technology integration

Key Accomplishments:

- Provided strategic analysis and interpretation of hundreds of third party studies, including architectural design, geo-technical reports, solar studies, view corridor analysis, market research reports, municipal bonding underwriting, contractor bids, and purchase offers
- Successfully introduced over 3.5 million square feet of property into market

VP, Corporate Strategy Division, Investment Banking | BEAR STEARNS & CO. | New York, NY 2000 – 2004

- Instrumental in performing comprehensive assessment and analysis of client requests for capital loans, corporate note underwriting, and IPO issuance for IT, as part of 3-person team within Corporate Strategy

Key Accomplishments:

- Achieved sustainable growth for group, by optimizing management and investment performance of internal resources and capital, including all internal monies and direct investment initiatives
- Oversaw complex interpretation of banking requests by thriving technology companies, as direct 'technology translator' to Chief Financial Officer of firm

EDUCATION

GEORGETOWN UNIVERSITY, GPA 4.0, Graduation, 2016

Pursuant of Master of Business Administration in Real Estate Development, Finance, & Construction Management

UNIVERSITY OF WISCONSIN-MADISON, GPA 3.79

Bachelor of Business Administration, Real Estate & Urban Land Economics;

Bachelor of Business Administration, Finance, Investments & Banking;

Bachelor of Business Administration, IT Systems Analysis & Design.

LICENSES

REAL ESTATE BROKER, New York

REAL ESTATE SALES ASSOCIATE, Florida