

VICE PRESIDENT OF REAL ESTATE

QUALIFICATIONS PROFILE

Highly accomplished, tenacious, and results-driven professional, offering expertise in directing site selection, construction, lease negotiations, architecture, facilities maintenance, property management, procurement, and market analysis. Natural and dedicated leader with proven skills in leading and motivating employees to enhance efficiency, productivity, and business processes toward successful attainment of organizational goals. Adept at supervising the establishment and instigation of approximately 30 suitable 'big box' sites yearly in China, Mexico, and the United Kingdom. Capable of working with diversified community and professional groups, employing exceptional talent in cultivating excellent rapport with individuals of all socio-economic levels.

CORE COMPETENCIES

*Strategic Business Development | Negotiation and Contract Administration | Sales Planning and Forecasting
Cost Control and Budget Implementation | Demographic and Market Trend Assessment | Customer Service and Relations
Reports Documentation and Analysis | Regulatory Compliance and Standard Procedures | Process Improvement*

PROFESSIONAL EXPERIENCE

COMPANY ABC, MINNEAPOLIS, MN

Enterprise Senior Property Director

2008–Present

- Direct the post-merger integration of 5-star acquisition properties' processes, growth strategy, and implementation, which included hiring, training, and management of project teams within properties.
- Hire, recruit, interview, and train properties teams to expand Best Buy in UK, China, and Mexico.
- Maintain ongoing and professional relationships with the CEO and Real Estate Vice President while developing and administering the store development roadmap and processes as well as the creation and execution of strategy agreement within the financial budgets and timelines.
- Handle profit and loss for the Best Buy Department.
- Provide expert oversight to the Best Buy US Real Estate processes and transforming them into applicable cultures in other countries.
- Closely supervise the completion and implementation of a comprehensive real estate, design, procurement, architecture /construction, and portfolio management plan, including the disposal of underperforming stores and long-range program for corporate office maintenance.
- Expertly administer the design and implementation of prototype stores, change processes, and development of store differentiators.

Accomplishments:

- ✓ Meticulously led the recruitment and supervision of Real Estate, Architecture, Design, Market Analysis, and Procurement departments in support of Best Buy business startup in the UK.
- ✓ Increased organizational revenue by providing the highest possible quality and lowest probable cost upon implementation of creative alternatives and strategies; ensured new store site's optimum performance while augmenting cash and returns.

EARLIER CAREER

COMPANY DEF, MINNEAPOLIS, MN

Director of Real Estate

COMPANY GHI, MINNEAPOLIS, MN

Real Estate Manager | Operations Field Director

EDUCATION

BACHELOR OF ARTS IN ENGLISH
Institute of ABC, Minneapolis, MN