

CLIENT NAME

Phone | Email | LinkedIn

City, State, Zip Code

Chief Financial Officer (CFO)

Accomplished and driven financial executive with extensive experience in multi-billion-dollar real estate companies.

Entrepreneurial, hands-on, strategic thinking leader with a clear vision and commitment to challenging and advancing beyond the status quo. Results-oriented, with proven track record of overseeing financial reporting and analysis, delivering comprehensive financial plans, and structuring creative solutions in support of key business strategies. Demonstrated ability to focus the entire business on key financial objectives that support ambitious goals, moving from reactive measurement to proactive forecasting and analysis. Natural leader adept at developing a top-performing team, implementing challenging practices to ensure team is consistently raising the bar on its performance. **Areas of expertise include:**

Executive Financial Leadership | Continuous Improvement | Mergers and Acquisitions (M&A)

Strategic Planning & Execution | Regulatory Compliance & GAAP | Cost Controls & Risk Mitigation

Negotiation & Change Management | Profit and Loss (P&L) Management | Financial & Accounting Reporting Systems

PROFESSIONAL EXPERIENCE

BHS Florida Properties Group, Tampa, FL

2010 - Present

Chief Financial Officer

A full-service organization with 22 offices serving six counties, providing residential and commercial real estate services, property management, mortgage services, property and casualty insurance, and home warranty.

Direct all financial operations, including acquisitions, divestitures, mergers, and acquisitions (M&A) and internal growth. Oversee sales volume of \$1.2B and 600 sales associates, as well as all treasury, accounting, budget, and audit functions. Establish finance operational strategies, evaluating trends, establishing measurements, and designing systems. Develop comprehensive strategic financial outlook to guide financial decisions. Manage financial and account system controls and standards.

- Improved processes and limited cost support to 5% increase as revenue production increased 50%.
- Led selection, planning, and implementation of three software support systems to consolidate multiple companies, and supported separate production tracking systems for sales, property management, and title processes.
- Created metrics management systems and key indicators to record, measure, and apply accountability analytics for both lag and lead measures across multiple revenue streams and expense functions.

Corporate Real Estate, NJ

1997 - 2009

Chief Executive Officer (CEO), General Sales Manager, & Broker

A multi-billion-dollar full service residential brokerage firm with offices across the globe.

Oversaw and maintained financial stability, operational success, and continued sales growth throughout two-state region. Recruited, coached, and trained a high performing of real estate executives. Established processes and controls to ensure team met and exceeded revenue targets. Managed profit and loss (P&L) statement according to annual goals. Developed and executed short and long-term tactics to achieve sales targets, focusing on customer and market needs/conditions.

- Increased profitability 400% by recruiting and mentoring 50 new sales associates within one year.
- Implemented individual recognition programs and developed interactive website to create new revenue streams, resulting in improved staff morale, low turnover, and expanded market share.

- Launched philanthropic and marketing committees to synergize talent, performance, and financial assets, increasing participation in new marketing programs.

Corporate Real Estate, NJ

1989 - 1997

Chief Executive Officer (CEO), General Sales Manager, & Broker

Oversaw and held accountability for all financial processes, with total responsibility for profit and loss (P&L). Designed and implemented standard operating procedures, financial policies, and forecasting models for revenue, expenses, and cash flow analysis. Led financial aspects of mergers and acquisitions (M&A). Created and executed comprehensive financial strategy to guide decisions. Developed budget process and recurring budget variance analysis to ensure operating goal compliance. Managed financial and accounting system controls and standards.

- Led merger and acquisition (M&A) integration of 26 companies into parent organization, averaging 35% annual return on investment (ROI) in four years.
- Accelerated profit by establishing a separate company, growing sales from \$225M to \$500M to become second in the field.
- Doubled market share to 48% by spearheading merger and acquisition (M&A) processes with top competitor.
- Yielded annual savings of \$150K by renegotiating term loan on revolving line of credit.
- Orchestrated divestiture of operations into three profitable standalone entities in three separate regions, engineering leveraged buyout with market value exceeding \$12M.

Additional experience with Prudential Real Estate as Chief Financial Officer & Treasurer, and with Merrill Lynch as Chief Financial Officer, Regional Controller, and Accounting Manager.

EDUCATION AND CREDENTIALS

Bachelor of Science in Accounting | Virginia Polytechnic Institute & State University, Blacksburg, VA

Credentials

- Former Licensed Real Estate Broker, North Carolina & South Carolina

Professional & Community Involvement

- Chairman of the Board of Directors, Junior Achievement
- President of the Board of Directors, Thalian Hall Center for the Performing Arts
- Advisory Board of Governors, Ballantyne Country Club
- Board of Directors Member, United Family Services
- Member, Mecklenburg Environmental Protection Commission