

Amanda Aldridge
917 Harbor View Drive
Memphis, TN 38103
901.515.6865
aldridge5510@gmail.com
<https://www.linkedin.com/in/amanda-aldridge-a120321>

Professional Experience and Accomplishments:

Carrols Restaurant Group, Real Estate Manager

January 2016-March 2020

Responsible for the full cycle development of new Carrols/Burger King Restaurants in Ohio, Indiana, Illinois, Michigan, Kentucky and Tennessee.

- Site selection through extension market research with time spent in the field with Regional Directors of Operations and Burger King Corporation leadership.
- Acquisition of properties through purchase agreement and lease contract negotiations.
- Create and present project packages to Carrols Board of Directors for approval.
- Lead team of engineers and architects through the entitlement process by meeting with government municipalities to insure efficient due diligence timeline.
 - Began the process with pre-application meetings with government officials, utility representatives and community organizations to determine project timeline. Followed next steps through the Planning Commission, City Council and other public hearings for approval of restaurant zoning.
 - In tandem work with Burger King Corporate (BKC) officials to take the project through BKC approval process.
 - Manage Construction Managers through estimating and budget process.
 - Create the sales projections based on research done on existing restaurants.
- The top producing Real Estate Manager 2017, 2018 and 2019. Solely responsible for 50% of all new projects built out of team of five.
- Renegotiated existing leases for significant rent reductions resulting in over \$250,000 in savings to the bottom line.

McDonalds USA, LLC, Area Real Estate Manager

November 2010-January 2016

Contract and ground lease negotiations for acquisition of new store development which includes free standing traditional, small town retail and oil locations. Attained new property for relocation sites and additional property for remodels and rebuilds in Arkansas, Tennessee, Mississippi and Louisiana.

- Determine best sites through market and trade area analysis, assessment of demographic and economic information. Used McDonald's proprietary tools and

substantial time in the field to determine gaps in existing markets and opportunities in new and emerging markets.

- Worked with Owner/Operators on relocating existing restaurants to stay in prime locations within strong Trade Areas.
- Area Real Estate Manager of the Year 2012
- Central Division Innovative Development award 2012
- Circle of Excellence Award-Great Southern Development Team 2012
- Outstanding Division Major Remodel Projects-Great Southern Development Team 2014
- Central Division Development Award of Excellence, Significant Contributor 2012

Poag & McEwen Lifestyle Centers

February 2004-November 2010

Leasing Representative

Responsible for maximizing occupancy and tenant revenue for seven Lifestyle Centers in Tennessee, California, Texas, Colorado, Connecticut and New Jersey.

- Project Lead for Saddle Creek in Germantown, TN, the first “Lifestyle Center” in the country. Handled all phases of the leasing process: lease negotiation, budgeting, tenant coordination and legal review.
- Solely responsible for canvassing a region of Northern California which encompasses an over 200 mile radius for specialty tenants for a 705,000 square foot Lifestyle Center.
- Solely responsible for prospecting for local and regional tenants during the pre-construction leasing phase of a 525,000 square foot Lifestyle Center in Colorado. Was instrumental in achieving leasing thresholds needed to secure construction financing.
- Conducted driving, market tours with decision makers, such as Presidents and Directors.

TEKsystems

August 1998-February 2004

Professional Information Technology Recruiter

Created and managed professional relationships with clients and coordinated their IT consulting needs.

- Negotiated contract and billing rates with new and existing clients in the Mid-South area such as: St. Jude Children’s Research Hospital, Methodist Healthcare Systems, International Paper, Hilton Hotels, First Tennessee Bank, AutoZone, Thomas and Betts, Memphis Light Gas and Water and ServiceMaster.
- Consistently remained in top five percentile for 1999, 2000, 2001, 2002, 2003 and 2004 by achieving 180% of quota (accountable for an average of \$18,000 per week in net profit for TEKsystems Memphis office).
- Consecutive Sales Contest Winner for 2000, 2001, 2002 and 2003. Only recruiter in Memphis office to achieve this honor.

- Selected by national leadership to be a part of the Peer Mentor Program. One of 30 chosen out of over 2,000 to mentor fellow technical recruiters in order to develop their technical business knowledge.

Education:

Mississippi State University, Starkville, Mississippi

Bachelor of Business Administration

May 1997

Double Major in Real Estate and Mortgage Finance/Business Management

- Graduated with highest GPA in Real Estate Mortgage Finance Department.
- Served as an Instructor for Principles of Real Estate and Mortgage Finance Continuing Education Class. Developed lessons and exams for students.

Volunteer and Professional Organizations:

Girls on the Run Volunteer and Head Coach of St. Mary's School program 2018-present

Habitat for Humanity Volunteer 2004-2008

Commercial Real Estate for Women (CREW)

International Council of Shopping Centers (ICSC)

University of Shopping Centers-The Wharton School of the University of Pennsylvania