

Commercial Real Estate Executive

Site selection, strategic market/site data analysis, budget planning, proformas, construction and design oversight, market optimization, legal negotiations and analytic experience within the commercial real estate industry

High-performing, growth-focused commercial real estate executive with years of experience positioning organizations for success. Engaging communicator skilled in cultivating and strengthening relationships and generating new business opportunities. Highly collaborative leadership approach focused on gathering, analyzing and translating company needs into targeted solutions. Proven record of successfully implementing strategic growth while exceeding sales projections.

Areas of Expertise:

- Data Analysis
- Team Building
- Business Development & Growth
- Relationship Management
- Project and Team Leadership
- Lease Administration
- Budgets & Cost Reduction
- Design Review & flow
- Portfolio Asset Management
- Market Planning
- Legal Negotiations
- Oversight of Construction

Professional Experience

Director of Real Estate | MOD PIZZA – Mid-Atlantic (2018 – present)

Build and maintain relationships with brokers, developers and landlords leveraging these connections to identify and evaluate strategic sites helping MOD exceed their planned goals for growth and sales.

Lead the Mid-Atlantic and Mid-West development teams, using both AI data and market visits to drive outstanding site selection. Negotiate LOI's, finalize proformas, work with legal and act as the team quarterback collaborating with design and construction to ensure schedules are met. Develop MOD's 3-year business growth plans in each market, performing competitor analysis, deep dives into our customer profile and presenting complete overview to the senior leadership and operations teams.

- Collaborate with analytics to define the top variables of MOD's core customers. Using AI to analyze our customer demographics in prospective trade areas helping to reduce the risk of opening an underperforming location.
- Review work letters, approve construction budgets and solicit operation's sales projections to finalize proforma and meet MOD's return objectives.
- Complete lease negotiations for new stores, interfacing with company legal to meet MOD's playbook targets.
- Provide leadership, technical real estate expertise, and financial guidance to the store development department.

Consultant | RIM ADVISOR – Mid-West / West Coast, (2017 – 2018)

Provided consultative services and solutions executing highly visible real estate development projects.

Directed all strategic activities, including development of company vision and long-range plan. Oversaw store approvals, construction bidding, build-out and lease administration functions.

- Spearheaded national expansion of 50+ new store openings for MobileOne (subsidiary of T-Mobile), supporting corporate leaders and directing brokers.
- Developed RFP and coordinated the purchase and implementation of the Lucernex lease administration platform to improve analysis of real estate portfolio, enable CAM reconciliation, evaluate competitive landscape and facilitate future decision making.

Vice President, Real Estate | SMASHBURGER – West and East coasts, (2016)

Directed corporate and franchise real estate growth throughout the development process. Implemented initiatives focused on increasing transactional growth aligned with company's EBITDA goals.

Held concurrent leadership responsibilities for development and execution of real estate strategy. Recruited, hired, trained, and led high-performance team dedicated to executing development growth objectives. Established partnerships with senior leaders and led collaborative projects across departments.

- Played integral role in sourcing new locations for store openings, planning projects, preparing proposals and managing timelines / budgets.
- Strengthened company's external brokerage network and established new opportunities through strategic business development and market analysis.

Director of Real Estate | FLYNN RESTAURANT GROUP – West coast / Mid-West, (2015 to 2016)

Led new store development of Panera Bread and Applebee's concepts across Western territories and aided in transition of Panera territories from corporate run operations to franchise owned.

Directed production and execution of new store openings, including establishing pipelines, enhancing brand direction and defining road map for strategic market growth. Ensured performance alignment with predetermined requirements.

- Developed the real estate approval process streamlining communications across multiple departments, while overseeing a 275+ restaurant portfolio.
- Negotiated \$100K+ in renewal rent reduction (2016) and \$500K+ savings over five years via strategic negotiation.

Director of Real Estate | PEET'S COFFEE & TEA – East and West coasts (2014 to 2015)

Provided leadership and held full P&L accountability for remodeling and renewal program initiatives.

Oversaw real estate operations and teams charged with lease administration, renewals, and new store development. Presented monthly reports to senior executive team leaders outlining new site location packages and strategic relocation opportunities.

- Generated \$500K in annual savings by renegotiating outside legal fees.
- Introduced a three-year development plan for 15-20 new store approvals per year in strategic nationwide markets.
- Achieved 65% change order reduction through revision of construction work letter and improving processes.

Senior Real Estate Manager | PANERA BREAD – Western region, (2010 to 2014)

Oversaw Western region territory, leading brokerage teams for all corporate and franchise growth opportunities and functions.

Directed several new store construction projects and openings on time and under budget. Supported regional franchise groups with expansion planning. Assisted legal department with complex deal points and purchase and sales contract negotiations.

- Recognized as Top Producer, outperforming top-line revenue projections by \$11M+.
- Increased new store first year sales 13% by strategically developing and implementing upgraded market planning.

Senior Real Estate Director | OFFICE DEPOT – Northern half of U.S. and Canada (2005 – 2009)

Director of Leasing | RETAIL ENTERPRISE GROUP – West coast developer (2003 – 2004)

Regional Director of Leasing | NATIONAL RETAIL PARTNERS – U.S. Mall owner (1998 -2003)

Education and Credentials

Master of Business Administration (MBA) Finance & Marketing • Portland State University – Portland, Oregon

Bachelor of Arts in Communications • University of Washington – Seattle, Washington

Certificate, Mastering Performance • Coriolis Consulting Group

Professional Associations

Member, International Council of Shopping Centers (ICSC)