

JEFFREY T. SULLIVAN

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2666 SUNSET LAKE DRIVE, CAPE CORAL, FLORIDA. 33909

Professional Experience:

Senior Leasing Manager

October 2007 - Present

CBL Properties – St. Louis, Missouri/Cape Coral, Florida

CBL Properties owns and manages a national portfolio of market-dominant properties located in growing communities. CBL's portfolio comprised of 108 properties totaling 68.2 million square feet across 26 states, including enclosed, outlet and open-air centers as well as nine properties managed for third parties.

Responsible for the procurement of new tenants and renewal of existing tenants for four regional shopping centers (Volusia Mall, Daytona Beach FL, Northwoods Mall, N. Charleston SC, Turtle Creek Mall, Hattiesburg MS, Eastland Mall, Bloomington IL) totaling more than \$28 million NOI.

- Negotiate with national, regional and local retailers to secure deals for each center
- Work closely with internal departments to expedite lease execution and construction process ensuring timely store opening and rent commencement
- Key tenants procured: Hobby Lobby, Ulta Cosmetics, Ross Dress for Less, T.J. Maxx, Encore Shoes, Charlotte Russe, Planet Fitness, Ashley Furniture, Victoria's Secret, Bath & Body/White Barn Candle, DXL Big & Tall, Round1 Bowling & Amusement & H&M, Aspen Dental, Friar Tuck Beverage

Leasing Manager

September 2004 – October 2007

Westfield Corporation, Inc. - St. Louis, Missouri

Westfield Corporation is a premier global developer that constructs, manages, leases upscale retail brands.

Responsible for the procurement of new tenants and renewal of existing tenants to optimize rental stream for regional shopping centers

- Procured new tenants and the renewal of existing tenants for St. Louis Regional Westfield Properties
- Established an appropriate mix of tenants to compliment the trade area demographics
- Maintained a consistent record of goal attainment within budgetary guidelines

Leasing Manager/Specialty Leasing Manager

October 1997 – September 2004

St. Louis Union Station – St. Louis, Missouri

St. Louis Union Station, a National Historic Landmark is an entertainment marketplace that was anchored by national branded hotel, national and unique local retailers, restaurants with activities such as concerts, ferris wheel & carousel rides

- Targeted, recruited and negotiated LOI's for national and regional retailers
- Managed Specialty Leasing program from 1997 – 1999
- Advanced to property Leasing Manager September 1999
- Key tenants procured: St. Louis Cardinals Clubhouse, The Bud Shop, Station Diner, Route 66 Brewery & Restaurant, Krieger's Pub & Grill

Education:

Southeast Missouri State University – Cape Girardeau, Missouri. Bachelor of Science