

Jordan Clark
1717 Annex Ave. Unit 604, Dallas, TX 75204
469-994-7443 Mobile jpclarky@icloud.com

EXECUTIVE SUMMARY/ KNOWLEDGE AND EXPERTISE

Regional Account Manager/ Real Estate Deal Maker with 15 years of retail real estate brokerage, franchisee quick service restaurant “QSR”, corporate store division “CSD” and dental service organization “DSO” corporate deal making experience. Responsibilities have included tenant/landlord representation, strategic market planning, new market roll-out, franchisee and corporate site selection, growth strategy, LOI/lease/acquisition/amendment negotiation and brokerage network management.

PROFESSIONAL EXPERIENCE

Pacific Dental Services, LLC, Irvine, CA (FURLOUGHED EFFECTIVE 4/1/2020) 2016 - Present
Industry leading Dental Service Organization with 800 + supported dental practices in 21 States.

Regional Real Estate Manager – Deal Maker, Irving, TX

Colorado, Idaho, Illinois, Kansas, Kentucky, Louisiana, Missouri, New Mexico, Ohio, Oklahoma, Tennessee, Texas, Utah.

Responsible for De Novo growth, expansion, relocation and renewals of existing and proposed dental offices.

- New market roll-out and long term De Novo development growth strategy.
- LOI/Lease/Acquisition/Amendment negotiations,
- Renewal, expansion, relocation, office closure analysis and implementation.
- Site selection and market research analysis.
- De Novo operating month forecasting and regional roll out budgeting.
- 20-30 De Novo openings annually. 5-10 expansions and relocations annually. Meeting and/or exceeding annual performance imperatives.
- Real Estate Committee attendance and presentation of site packages.
- Direct report and management of exclusive real estate brokers and attorneys in assigned regions.
- Relationship management of national/regional developers/holdings companies and brokers. Attendance at regional/national trade shows.

Papa Murphy’s International (“FRSH”), Vancouver, WA 2011 - 2016
Formerly publicly traded 5th largest pizza chain with 1,465 stores in 39 States.

Regional Real Estate Manager – Deal Maker, Dallas, TX

Arkansas, N. California, Colorado, Kansas, Louisiana, Nebraska, New Mexico, N. Dakota, Oklahoma, S. Dakota, Texas.

Oversight and implementation of regional De Novo growth strategy for company store division “CSD” and franchisee “FRZ” operated systems.

- DMA initial roll-out and long term strategic planning.
- Target intersection identification and site selection.
- 20-25 De Novo openings annually.
- LOI/Lease/Amendment Negotiation.
- Site Package Assembly and Approval.
- Direct report and management of exclusive real estate brokers and attorneys in assigned regions.
- Relocation and Lease Renewals of CSD Stores.
- DMA Quarterly meeting attendance with presentation.
- Preparation of FRZ Operating Agreement - Letter of Contest notifications and justifications.

Colliers International (“FSRV”), Retail Services Group 2009- 2011
Top four international commercial brokerage and property management firm.

Associate, (Kansas City, MO Region). Primarily responsible for new business development, account management, landlord/tenant representation and field execution for clients such as Papa Murphy’s International, Golden Corral, Buffalo Wild Wings, and Peel’s Beauty Supply, amongst others.

Cormac Company (CLOSED), Omaha, NE

2008 - 2009

Full service real estate development and brokerage company.

Associate, (Omaha, NE). Primarily responsible for leasing existing company-owned shopping center and pre-leasing proposed shopping centers in Iowa, Kansas, Missouri and Nebraska. Other activities included tenant representation and third-party landlord listings.

Dial Properties Company, Omaha, NE

2005 - 2008

Full service real estate development and property management company.

Leasing Manager, (Omaha, NE). Primarily responsible for the marketing, leasing, renewal and sales of company and third party owned commercial properties across 10 States. Other activities included tenant representation and trade show attendance.

Slosburg Company, Omaha, NE

2004 - 2005

Commercial & Multi-family real estate development and property management company.

Owner's Representative, (Omaha, NE). Responsible for the leasing of office, light warehouse and retail centers in Nebraska and Texas.

EDUCATION, ACTIVITIES, OTHER

University of South Dakota

Master of Arts in Communication Studies & Marketing.

2001-2003

Bachelor of Science Communication Studies & BADM.

1997-2001

Professional and Philanthropic Activities: Rotary International, Omaha, NE – Kansas City, MO (6 Years) - Rotary International Paul Harris Fellow. International Council of Shopping Centers Member “ICSC”, American Cancer Society – Cattle Baron’s Ball Steering Committee, Kansas City, MO (2 Years). Pacific Dental/Smile Generation Foundation Serve Ambassador (2020). Real Estate Associates Licensure “not active” in multiple States.