

## PROFILE

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Growth-minded real estate business professional proven in directing full real estate management lifecycles, from acquisition, construction to income development and resale. Engaging communicator focused on strategic partnerships to capture market share and increase operational efficiency. Proficient in Salesforce, Sugar, Zoho, Bluebeam, BuilderTrend, Excel and Smartsheets.

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## AREAS OF EXPERTISE

- Operations
  - Strategic Partnerships
  - Project / Asset Management
  - Negotiations
  - Sales Management
  - Financial Analysis
  - Adaptability
  - Design
  - Market Research
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## PROFESSIONAL EXPERIENCE

### **Home Services Manager** – Redfin (RDFN), Austin, TX / San Antonio, TX / Denver, CO (2019 – 2020)

Redfin is the largest internet brokerage in the country that has recently expanded its real estate operations into the “iBuyer” space – RedfinNow. RedfinNow is redefining the way consumers buy and sell their homes.

- Successfully launched, managed and implemented processes for two new “iBuyer” markets.
- Negotiated strategic partnerships with vendors and service providers.
- Relocated and improved underperforming market by implementing operational improvements.
- Responsible for hiring and managing direct reports.

### **Senior Project Manager** – SmartLam North America, Columbia Falls, MT (2017 – 2018)

Smartlam is the first cross-laminated timber (CLT) manufacturer in North America.

- Identified and developed a plan to resolve underperforming businesses within the company across a multi-state region.
- Assessed employees and vendor relationships and made necessary changes to improve the company’s performance.
- Resolved strained business relationships to ensure completion of projects with limited exposure.
- Renegotiated previous contractual agreements to be more beneficial for the company.

### **Director, Operations** – Worth Capital Group, Austin, TX (2010 – 2015)

Worth Capital Group was a real estate investment firm specializing in income, single family, multi-family and distressed properties.

- Planned, executed and directed projects related to purchasing, design, construction and rental management of multi-family, single-family, commercial and distressed properties across a multi-state territory.
- Recognized for delivering elite finished products.
- Maximized ROI by speed, quality and constant effort to increase the bottom line.
- Achieved positive profit margins by performing accurate cost analysis for all projects.

### **Senior Asset/Project Manager** – Aslan Residential, Austin, TX (2015 – 2016) \*\*Company discontinued operations\*\*

Aslan Residential was one of the largest single-family real estate funds in the country averaging a few thousand “flips” per year across multiple states.

- Hired and led a high-performance team of direct reports, contractors and vendors.
- Managed 10 to 15 complex construction projects at a time.
- Executed dramatic cost reductions through diligent financial analysis, materials and vendor pricing.
- Ensured adherence to all local and national building codes.

**VP, Business Development** – Stewart Title of California, San Diego, CA & Austin, TX (2013 – 2015) **\*\*Laid Off\*\***

- Increased national market share in multiple geographic regions by innovating business growth strategies.
- Improved internal operations for teams in multiple regions by analyzing and enhancing processes.

**Managing Broker** – Lynde Realty & Investments, Del Mar, CA (2003 – 2010)

Lynde Realty was a full service real estate firm specializing in luxury coastal, investment and distressed properties.

- Recruited, managed and supported agents.
- Provided client's highest level of service to ensure smooth and successful transactions.

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## **BROKER LICENSES**

California (#01401406), Colorado (#100037558) & Montana (#62055)

## **EDUCATION**

La Jolla High School, La Jolla CA; Butte College, Oroville, CA; Allied Business School, Laguna Niguel, CA