

## REGIONAL DEVELOPMENT MANAGER

### Summary

Be a strategic leader of an organization, utilizing creativity, innovation, experience, technical education, people skills and business relationships to inspire the will to win through the development of best in class people that deliver best in class results

### Experience

Company Name City , State Regional Development Manager 01/2003 to Current

- Real Estate COO, Head of North America Real Estate Operations; Accountable for all Project Management, Transactions, Procurement and Facility Management activities for 25 million sf of Real Estate across the United States and Canada representing an annual capital plan and operating expense budget of \$450 million and \$1.4 billion per year respectively.
- Lead a staff of 90 employees plus all outsourced Real Estate providers accountable for delivering legendary Customer Experiences.
- SVP, Head of Retail Real Estate and Distribution Strategy; Led a staff of fifty employees driving the strategic development and tactical implementation of the Real Estate program across the US footprint.
- Direct the capital expenditure and manage expenses for the portfolio of 1,300 branches.
- Accountable for new construction, renovations, relocations and consolidations; architectural project management; disposition of surplus property; purchasing; facility management; asset reinvestment; lease administration and contract administration.
- Align Real Estate strategies across all lines of business.
- Recommend final approval and execution for all physical distribution activities, transactions, contracts, legal documents and business cases.
- VP, Director of Development Services; Commanded and cultivated a team of twenty-five employees responsible for executing a \$300 million capital budget to strategically develop the physical real estate portfolio across the entire US Retail footprint.
- Ran a best in class program through identifying and mitigating risk, decreasing cost and driving reduction in overall project durations.
- Provided our Customers with the highest quality product attainable.
- Created, maintained and ensured operation within all processes and policies.
- Extended brilliance across all lines of the business and advance innovative ideologies to make TD Bank the better bank.
- Managed the construction, procurement and vendor management divisions.
- Spearheaded the organic growth of the Bank from its initial stages in the Washington DC Market.
- Secured a completely new team of attorneys, contractors, vendors, engineers, expeditors and project managers responsible to schedule, budget, permit, contract and construct stores in Maryland, Virginia and Washington DC.
- Educated and drove adherence against all company policies and processes.
- Supervised a team of multiple project managers.

Company Name City Director of Construction 01/2000 to 01/2002

- Managed a team of ten employees in the design and construction and maintenance of restaurants throughout the United States.
- Through value engineering and change management, reduced the average store total project cost and construction duration.
- Designed real estate strategies, managed pipeline and prepared the annual capital budget.
- Managed the team executing all project milestones.
- Developed new consultants, vendors and contractors.

Company Name Construction Manager 01/1999 to 01/2000

- Supervised new and major remodel construction throughout the Northeast US.
- Developed feasibility packages, budgets, schedules, business cases and real estate agreements.
- Worked with various towns, utility providers and agencies to gather permits.
- Conducted the presentation of applications to various municipalities at public hearings.
- Teamed with public affair experts and political consultants to assist development throughout the region by reducing permit timeframes and removing roadblocks.
- Delivered the best quality and profitable restaurants to the Customer.

Company Name Project Engineer 01/1996 to 01/1999

- Supervised construction projects over a geography covering 112 stations throughout three states and fourteen counties.
- Ensured all locations were properly maintained and compliant with all laws and regulations.
- Performed inspections, supervised projects and ensured a safe and efficient working environment at each station.
- Prepared bids, purchase orders and waste stream estimates.
- Organized the disposal of wastes in compliance with EPA and local regulations.

### Education and Training

Masters of Science : Environmental Technology 2000 NEW YORK INSTITUTE OF TECHNOLOGY , City , State Environmental Technology

B.C.E : Civil Engineering 1996 VILLANOVA UNIVERSITY , City , State Civil Engineering

ICSC, CoreNET, USGBC, GBCI, REEB and American Society of Civil Engineers (A.S.C.E.) Certifications: CoreNET MCR (In Progress),

Lean Six Sigma (In Progress); LEED Green Associate 2013

Top 10 Real Estate Professional under 40 Leadership Profile: Integrity, Transparency, Inspirational, Decisive, Impactful, Loyal, People Leader, Passionate, Competitive, Solid Judgment Skills: Key functional experience in Real Estate Law, Finance, Transactions, Construction Management, Market Planning, Data Analytics, Program Management, Change Management and Communications, Procurement, Facility Management, Lease Administration, Risk Management and Compliance, Strategic Sourcing, Vendor Management, Mergers and Acquisitions

### Skills

budgets, budget, C, Change Management, Competitive, consolidations, Construction Management, contract administration, contracts, DC, design and construction, driving, Facility Management, Finance, functional, Leadership, Law, legal documents, Director, Market Planning, Market, Mergers and Acquisitions, new construction, policies, processes, Procurement, Program Management, Progress, Project Management, purchasing, quality, Real Estate, renovations, Retail, Risk Management, Six Sigma, Strategy, strategic development, Strategic Sourcing, Vendor Management