

SUMMARY

Results oriented businessman with experience across a broad range of sectors, to include, but not limited to sales, management, business ownership in the truck tire, products and services industry, timber and farm land, residential, industrial, and retail development, coupled with sales and leasing of the same, site selection, project management, and property management.

Management, Sales, Development and Communication Skills:

- **Development Experience:** Numerous Residential Subdivisions, Industrial developments, and site selection, with early stage development assistance for Dollar General.
- **Project Management:** Innovative pilot programs, now mainstream, in the commercial truck tire industry. Extensive experience in analyzing costs and avoiding expensive overruns from development.
- **Team Leadership:** Recruiting and building strong teams, coaching, empowering staff, creating positive and productive work environments, establishing performance expectations, and assuring timely completion of deliverables.
- **Sales:** Achieving sales goals by identifying target audiences, assisting clients by identifying needs, and overcoming objections with solutions. Consistently exceeding sales expectations for over 30 years.
- **Additional skills:** Contract and Lease Negotiation, finding solutions to objections, and figuring out a way when none are obvious.
- **Communication:** Excellent verbal and written skills.
- **Customer/Client Relations:** Building and maintaining long term relationships through loyalty, reliability, problem solving, conflict resolution, honesty, and cost savings/increased earnings. Never met a stranger, love to make a friend.
- **Real Estate:** 24 years of Commercial Real Estate sales and leasing. Well over 500 transactions completed, encompassing a broad range of business sectors.
- **Communication Skills:** From having run a business with ninety employees, meeting with corporate CEOs to mechanics, farmers, and business owners, I have the learned ability to wear the hat that fits the situation. By understanding my audience, my ability to communicate clearly on the proper level is a key component to my success.
- **Government:** A knack for getting what is needed from County and Municipal authorities. Skilled in interpreting zoning and other regulatory ordinances and well versed in GIS and related tools and systems.
- **Journalism:** Love to write stories, instructional and informational pieces, recounts of events, and whatever comes to mind.

Professional Experience:

Colliers International, Southern Visions Real Estate, Auben Realty (current):
Columbia, SC

Commercial Broker
June 2002 - Current

- Commercial broker with a focus on residential and industrial land development parcels, timberland and recreational tracts, industrial buildings, and residential rental packages. Site selection for industrial, residential builders and developers, retail clients, and investors in income producing real estate.
- Excellent understanding of contractual and lease language.
- Clients have been local, regional, national, and institutional.
- Consistent awards for sales and transaction volume, both internally and externally.
- Exceeded sales goals most of my 24 years career.
- Have worked in an advisory capacity often for banks, business owners, landowners, developers, and investors.

**Developer South
Carolina 2005 -
Current**

- Developed with partners, for fee, permitted and flipped, and managed as broker to varying degrees, numerous single-family residential subdivisions, and several large industrial sites. Assisted with multiple Dollar General developments, primarily in the identification, zoning, permitting, and approvals phase.
- Responsible for all due diligence on sites, from governmental, environmental, wetlands and floodplain issues, water and sewer accessibility and capacity, DOT issues, DHEC requirements, and cost analysis.
- Responsible for market analysis, zoning requirements, collaborating with engineers, county, and municipality approvals, and overseeing contractors installing roads, curbing, water, sewer, grading, and quality controls, from start to finish.
- Assisted in a successful Mitigation project, and still one in progress.
- Cost monitoring and controls

**Cate McLaurin/Snider Tire
Columbia, SC**

**Sales/Sales Manager/General Manager/Principal
January 1992 – June 2002**

Worked in all aspects of the commercial truck tire industry for Cate McLaurin (family-owned business) and Snider Tire.

- Learned the business from the ground up, able to operate all retread plant and related machinery, service vehicles, tractor trailer deliveries, emergency roadside assistance, inventory controls, sales and management, and people skills from the bottom to the top.
 - Collaborated closely with major suppliers such as Bridgestone, Bandag, Yokohama, and Michelin. Learned negotiation skills for the benefit of the company and our customers.
 - Instrumental in taking the business from a \$3 million a year company to over \$16 million annually. Pioneered several projects and concepts now mainstream in the industry.
 - Upon the sale of Cate McLaurin to Snider Tire in 2000, continued as sales and general manager, responsible for corporate sales in South Carolina, Georgia, and North Carolina.
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- Member of the South Carolina Truckers Association
 - Member of the National, South Carolina and Columbia Association of Realtors
 - Member of the Columbia Home Builders Association (HBA)
 - Member of the Columbia Land Development Council
 - Completed multiple courses for SIOR (specialist, industrial and office real estate), CCIM (Certified Commercial Investment Member), and ULI (Urban Land Institute)

Outside Organizations and Projects

- Coastal Conservation Association – State Board Member
- COWASEE Waterfowl – President
- Greater Columbia Land Development Council
- Home Builders Association of Greater Columbia
- Ducks Unlimited (Columbia Chapter)
- Mentoring/Teaching local youth from area schools about the outdoors

Outside Interests

- *Hunting/Fishing*
- *Family*
- *Teaching/Mentoring*
- *Swimming/Water Skiing*
- *Outdoors/Hiking/Kayaking*
- *Local and College Sports*

Education/Certifications

Clemson University – Bachelor of Science – Marketing and Business Management - 1991
Multiple courses of CCIM, SIOR, and ALI
South Carolina Certified Control Burn License
The School of Life – multiple degrees.