

# **ALBERT D. GREENE Jr.**

**3345 W Don Tyson Pkwy, Springdale, AR 72762  
albertdgreene@gmail.com | 318-347-9648**

**SENIOR OPERATIONS LEADER • PROJECT MANAGER •  
IT PROCUREMENT & VENDOR MANAGEMENT  
Licensed Mortgage Loan Originator (NMLS #1676198)**

## **PROFESSIONAL SUMMARY**

**Dynamic, cross-functional Operations and Business Development Executive with 35+ years of success driving multi-million dollar revenue growth, leading large-scale capital projects, and optimizing IT procurement across multi-site enterprises. Proven track record of scaling businesses from the ground up, managing complex commercial real estate investments, and negotiating high-value vendor contracts. An expert strategist who bridges the gap between technical infrastructure, financial forecasting, and high-performing team leadership to maximize profit margins and operational efficiency.**

## **AREAS OF EXPERTISE**

**Strategic Growth & Scaling: Corporate Expansion, Business Development, Sales Forecasting & Cycle Management**

**Project & Infrastructure Management: Ground-Up Construction, Facility Launches, Cross-Functional Leadership**

**IT Procurement & Vendor Relations: Tech Rollouts, Contract Negotiation, SLA Management, POS Integrations**

**Financial & Asset Management: Portfolio Management, Real Estate Investment, Budgeting, Risk Mitigation**

**Compliance & Relations: Regulatory Approvals (OFI/Municipal), Client Relationship Management, Market Analysis**

## **PROFESSIONAL EXPERIENCE**

**GREENE NATIONAL — Real Estate Investment Trust | Shreveport, LA**

**Co-Founder / Principal | 2020 – Present**

**Co-founded and direct operational strategy for a real estate investment LLC specializing in the acquisition, renovation, and management of residential and commercial properties.**

**Lead market analysis and contract negotiations, successfully closing multiple high-value asset transactions.**

**Designed and deployed automated property management and maintenance systems, driving operational efficiencies and maintaining optimal tenant retention.**

**Direct full financial lifecycle operations, including capital budgeting, P&L management, and ROI forecasting.**

**JV HOLDINGS, LLC (DBA Top Dollar Pawn / Big Daddy's Pawn) | Multi-State Regional Footprint  
Chief of Operations | Business Development Manager |  
IT Procurement & Vendor Manager | 2005 – 2019**

**Scale & Expansion: Spearheaded the end-to-end, ground-up development of 4 new retail lending centers across multiple states, delivering 80,000+ sq. ft. of commercial space and generating \$4M+ in annual sales per location.**

**Portfolio Growth: Managed a \$600K+ active loan portfolio per site, driving a 35% increase in lending volume, a 48% increase in interest revenue, and a 25%+ boost in overall profitability via aggressive process optimization.**

**Regulatory & Entitlements: Successfully navigated complex compliance landscapes to secure crucial Office of Financial Institutions (OFI) and City Council approvals for new territory entries.**

**IT Procurement: Chaired the technology procurement strategy and lifecycle deployment of new, modernized point-of-sale (POS) systems across the enterprise, syncing cross-location data and inventory tracking.**

**Capital Projects: Oversaw entire demolition, construction, budgeting, and retail floor plan engineering phases, scaling the Shreveport/Bossier market to become the #1 lending and retail pawn chain in both cities, featuring the largest single footprint store in Louisiana.**

**COUNTRYWIDE HOME LOANS | Shreveport, LA  
Mortgage Loan Originator (NMLS #1676198) | 2002 – 2005**

**Ranked consistently as a top-producing originator, closing \$25M+ in volume across more than 500 loans.**

**Managed the full-cycle loan pipeline from prospecting and qualification through formal underwriting and closing.**

**Cultivated a robust B2B referral network consisting of top-tier Realtors, financial planners, and legal professionals.**

**CYPRESS COMMUNICATIONS, INC. | Dallas/Fort Worth, TX**

**Branch Manager | Account Manager | Account Executive | 1998 – 2002**

**Earned rapid promotions through multiple leadership tiers by consistently outperforming corporate sales quotas (achieving 150%+ of target as Account Executive).**

**Grew monthly recurring revenue (MRR) by 93% and spiked non-recurring installation fees by 296%.**

**Authored a comprehensive 200-page market intelligence review to guide corporate regional strategy and database development.**

## **EARLY CAREER HISTORY**

**Real Estate Agent & Investor | Independent | Shreveport, LA | 1989 – 1994**

## **EDUCATION**

**Bachelor of General Studies  
Louisiana State University  
Concentrations: Finance, Mass Communications,  
Psychology**

## **TECHNICAL PROFICIENCIES & CREDENTIALS**

**Platforms & Tools: Smartsheet, ACT! CRM, Advantage, Desktop Underwriter (DU), Encompass, Adobe**

**Acrobat Professional, Advanced MS Office Suite  
(Excel, PowerPoint, Project).**

**Licensure: Licensed Mortgage Loan Originator (NMLS  
#1676198)**