

PROFESSIONAL SUMMARY

Scaled my business upward consistently in revenue for the last 16 years with utilizing my career experience as a professional revenue hunter and closer with C-suite clients. I recruited, interviewed, hired, and on boarded my staff in Financing, Event Management, Asset Management Leasing of Retail Properties & Construction Management through our HRIS system. I excel at managing my sales teams for event management, lending, construction, and the acquisition/disposition real estate team. And I oversee and manage the P&L of my company.

EMPLOYMENT

Win Win Real Estate Solutions, LLC – Pearland, TX 2009 – *We provide asset management and consulting services for our clients on acquisitions, disposition & list commercial and multi-family real estate on the market. We manage & renovate our client's portfolio of commercial properties incl. Boutique Hotels, Apartments, Retail and Multi-Family properties. BrokerIng commercial real estate purchase loans/refinance loans, Non-QM loans, DSCR loans, bridge loans, construction loans fix/flip& flip/rent loans.*

CEO /National Business Development Director/Event & Finance Director

- Over 16 years of ownership. I grew and expanded market share for the company by way of B2B and Asset Mgmt. skill set that increased commercial and multi-family properties we manage, construct, list, sold and acquired for our clients.
- Responsible for achieving revenue sales goals as well as providing superior leadership for the development of the sales staff in all divisions to ensure execution, solicitation, promotion and business development of the company brand.
- Created and executed a scalable sales plan tailored for a large client base, focusing on customer retention, revenue growth in the areas of asset management, event management, construction & real estate secured lending.
- Ensure all operational needs and credit training were met while collaborating with my credit managers to ensure their assigned finance accounts and loan goals could be achieved consistently throughout the fiscal year.
- Analyzed performance metrics in the real estate market, developed plans, and improved operational efficiency with client's asset portfolios in respect to new construction, renovations, list price, accepted offers or disposition of properties.
- I'm responsible for all residential and commercial properties contracts, retail leasing & meeting renovations deadlines.
- Specializing in developing proven strategies that create opportunities for growth, as well as the ability to empower and lead my team on executing defined strategies for asset management, event management, construction & lending team..
- Lead strategic planning for the forecast sales goals for my event team for the month, quarterly & annually .
- Lead the event team to boast the group and corporate meetings by 7%, weddings by 10% and birthdays 5% RevPAR YTD.
- Manage the recruitment team to provide the proper staffing for in-house employees, and provide supplemental staffing solutions per diem, contract and direct hire placements of outsource candidates through our HRIS software
- Manage P&L, budgets and expense approvals for managers. Proficient w/Monday, ZOHO,Encompass, HomeGenius, MS 365, Argus, CoStar, SAP, OneSite, RealPage, NetSuite, G-Suite, AutoCAD, Pivot Tables, ATS, LEAN, HRIS, ICIMS, Workday, ADP, CAM, Tableau, Yardi, Nexus, SQL, MCA, Sage, Delphi, Six Sigma, Xactimate, Power BI, EDI, Salesforce.

Aurora Bank Loan Services, LLC (a Lehman Brothers Bank Co.) – Houston, TX 2003 – 2009 *Aurora Bank offered FHA, VA, USDA, Jumbo, Alt A, Bridge loans, Construction loans, DSCR loans, various SBA commercial loans and prime/subprime auto loans. We serviced mortgage brokers, credit unions, small business owners, and automotive dealerships.*

Regional Finance Sales Director

- Responsible for a Sales team exceeding goals by 67% over 3 year's average of revenue sales at \$1.5 billion
- Recruited, hired, trained & managed DSM'S, along with 60 B2B Outside Sales Reps, and 200 inside B2C Sales Reps at our Call Center. Assist human resource with the final interviewing of candidate, sharing notes on final candidates and determining the salary for offer letters to selected candidates to hire. Managed the secondary market of our loans sold.
- Top 5 nationwide B2B Sales Rep. prior to becoming the DSM; then 3 yrs later promoted to Regional Finance Sales Dir.
- Managed the P&L's of my region, set the sales goals and budgets for my DSM's, and responsible 30 branches in my region. Reviewed KPI's for my managers as an opportunity to train, coach and improve their sales management skills for their team.
- Use Calyx, NetSuite, Outlook, HomeGenius, LSTA, ClearPar, Loan IQ, FIS, DU, LP, Excel, Salesforce, Encompass

Mortgage Lender's Network, USA Inc. – Houston, TX 1997 – 2003 *Mortgage Lender's Network offered FHA, VA, USDA, Jumbo, 203k loans, Freddie Mac, Fannie Mae, Bond, Alt A, Bridge loans, Construction loans, hard money loans, SBA and subprime mortgage loans*

Senior Underwriting Manager

- Managed a total staff of 8 underwriters & 16 processors in credit risk analysis for commercial and residential loans.
- Trained and coached on property evaluation, scope of work to be done to subject property, borrower's credit, ratios, calculating income and the borrower's ability to repay.
- Second signature authority up to \$25MM on all jumbo loans, and I reviewed package loans to be sold.
- Performed appraisal reviews with additional requirements when needed in regards to risk management.
- Proficient in Encompass, Calyx, ClearPar, HomeGenius, TLO, Empower, LOANLEDGER, LP, DU, Cortex ,GUS, etc..
- Responsible for all detail reports on insurance claims on our REO commercial and residential properties
- Developed risk assessment models for all of the type of properties we had in our REO inventory.
- Trained my underwriters on how to complete **analysis credit grades based on creditworthiness of borrower and performance of the loans on borrower's credit report.**
- Randomly reviewed the **Rent Rolls, Construction Budgets, Pro Forma Statements, Feasibility Studies, A/R Aging, Inventory, Equipment, Floor Plan Reports, etc. completed by my underwriters.**
- Managed and reviewed all credit decisions of my staff on *FHA, VA, USDA, Jumbo, 203k loans, Freddie Mac, Fannie Mae, Bond, Alt A, Bridge loans, Construction loans, hard money loans, and subprime mortgage loans.*
- *Manage and led the fraud division for all underwritten loans by my underwriters and enforced new plans to reduce losses.*

EDUCATION

B.S. Degree, Pre-Law/Business Management - Southern University at New Orleans
Graduate of Lehman Brothers Corporate Executive Management Program
OSHA Safety certified and trained