

Ryan W. Dorazil

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Executive Summary

Commercial Real Estate Broker and Sales Leader with **15+ years of experience** driving more than **\$265 million in closed transactions** across healthcare, industrial, retail, multifamily, and medical office properties. Proven expertise in **real estate strategy, market expansion, and investment sales** with a track record of partnering with **C-level executives, healthcare systems, and institutional investors**. Recognized for combining **data-driven market analysis** with strong negotiation skills to deliver above-market returns. Adept at building national acquisition pipelines, mentoring high-performing teams, and executing growth strategies in **Sun Belt and value-add markets**.

Core Competencies

- High-Performing Sales & Business Development Leadership
- Commercial Real Estate Strategy (Healthcare, Industrial, Value-Add, Sun Belt Markets)
- C-Level Relationship Building & Negotiation
- National Investment Opportunity Sourcing
- Data-Driven Market Analysis & Target Identification
- Team Training, Mentorship & Performance Optimization

Professional Experience

Keller Williams Commercial – Louisville, KY

Head of Team / Commercial Real Estate Broker | Jan 2023 – Present

- Led a team of commercial real estate professionals, training on deal structuring, client acquisition, and market strategy.
- Supported transactions totaling \$65+ million in volume across retail, industrial, multifamily, and medical assets.
- Conducted market comps, financial analyses, and trade area evaluations to guide investment strategies.
- Independently sourced and graded sites—including medical office and healthcare-adjacent properties—using data, field visits, and competitive overlays.
- Negotiated purchase agreements, leases, and LOIs, securing favorable terms for clients.
- Managed broker and developer relationships to expand acquisition pipeline and uncover off-market opportunities.
- Prepared client-facing packages and market trend reports, aligning site selection with growth objectives.
- Partnered with legal, financial, and development teams to oversee due diligence, permitting, and timely closings.

Marcus & Millichap – Louisville, KY

Commercial Real Estate Investment Broker | May 2018 – Dec 2023

- Specialized in healthcare, medical office, industrial, and retail investment sales across multiple markets.
- Generated a pipeline of \$200+ million in listings and acquisitions, partnering with national and regional investors.
- Advised C-level executives at healthcare systems (Baptist, Norton, UofL, UK Hospitals) on property sales and expansions.

- Created offering memoranda, financial models, and presentations to maximize investor exposure.
- Led retail and medical property deal making, negotiating LOIs and contracts on behalf of clients.
- Conducted site visits and qualitative field assessments to evaluate visibility, access, zoning, and growth potential.
- Reported on pipeline activity and market trends, tracking post-acquisition performance.
- Collaborated with developers, healthcare operators, and investment groups to align acquisitions with long-term portfolio goals.

Shred-It / Stericycle – Louisville, KY

Senior Sales Executive | Jun 2015 – Jun 2017

- Produced over \$2.8M in revenue, securing contracts with 3 major hospital systems and numerous healthcare facilities.
- 3-time Achievers Club recipient for surpassing sales quotas (123% in 2015, 110% in 2016, exceeding pace in 2017).
- Negotiated enterprise-level agreements for medical waste, document destruction, and electronic waste solutions.

Napier Healthcare

National Sales Executive | Feb 2014 – Jun 2015

- Introduced Singapore-based healthcare IT solutions into the U.S. market, securing 4 major accounts in the first year.
- Consistently exceeded sales goals by targeting C-level executives in hospitals and ambulatory centers.
- Developed U.S. market entry strategies and led sales efforts until company's U.S. dissolution.

Education

University of North Carolina – Charlotte

B.S., Health Communication, 2005

- NCAA Division I Track & Cross-Country Athlete (Scholarship Recipient)
- Founding Member & PR Director, Health Communication Organization