



Real Estate Projects Management

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Trade Show, Conventions Marketing and Sales

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Real Estate Selling

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Real Estate Buying

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Real Estate Improvements

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Construction Management

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Real Estate Leasing

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Real Estate Letting

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Property Developments

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Proposing & Contracting

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Use & Occupancy Study

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Building Services & Products Commissioning

Objective — Sell real estate and construction professional services producing single and multi-unit; residential and commercial solutions to all types of real estate end-users. Exploit talents and skill for assessing real estate redevelopment projects, propose acquisitions, and market developments that exceptionally sell real estate values.

POSITIONS SERVED

Real Estate Redevelopment Sales Associate

2011-Present—Coldwell Banker Residential Brokerage, Now; SMART Realty, LLC

Developed proprietary services for scoping physical needs of property that increased sales of renovation mortgages and construction loans products over 170%.

Added value to clients and developed relationships that sold property improvements and construction projections for the resale of bank-owned houses.

Resolved issues of real estate owners and users involving leasehold improvements, space acquisition and relocation

Sales and Leasing Capital Improvements Project Manager

2008-2011 —ISI Washington, DC

Closed 100% Public Building Services owner/tenant capital improvement agreements.

Procured over \$71 M of Public Building Services class A offices modernization and capital improvements in 5 states.

Lead 22 national brokers' leasing projects that streamlined the tenant improvement design and constructability reviews to 78% of scheduled time.

Development and Modernization Analyst and Construction Plan Reviewer

1987-2006—District of Columbia Dept. of Housing and Community Development and US Dept. of Housing and Urban Development

Drafted a wide range of construction and building modernization proposals that financed \$272 M housing maintenance and cost-benefit-capital improvements through 2006.

Successfully managed emergency modernization project of 366 houses in record time - 288 days and earned a nationwide consultancy to federal agency.

Commended for Outstanding Performances and projects completion for 3 years straight.

FIELD OF INTEREST

Experienced real estate developer and proficient marketer of real estate improvements in single and multi-unit residential properties; office buildings; professional condominiums; hospitals, courtrooms and hotel conventions. Adept at procuring customized real property for customers producing them with lucrative assets. Very capable real estate marketing and training property owners and end-users in the value of developable assets and appreciating properties.

Core Qualifications

- **Certified real estate sales professional in DC, MD & VA**
- **Successful track record of producing properties to market**
- **Able to coordinate large groups of varying real estate and construction teams**
- **Known for being able to originate real estate projects and lucrative business opportunities**
- **Excellent development team coordinator, communicator and strong team player**
- **Dedicated and reliable operative**

EDUCATION

Pursuing Masters Degree; Major: Finance, Minor: Supply Chain Management; University of Maryland University College, MD

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