

## **EXPERIENCE**

### **SANGITA – Private Equity Real Estate Firm (St. Louis, MO, June 2009 - April 2013)**

*VP Operations/Business Development – (June 2009-August 2012)*

#### ▪ **Internal Operations and Management**

- Brought Sangita's wholly owned corporate office building from 72% leased to 100% leased within a one year period
- Facilitated the long term refinancing for Sangita's wholly owned corporate office building
- Created entirely new marketing plan geared towards institutional investors and high net worth individuals and led the development of new website for Sangita
- Reduced operating budget by 15% within a one year period

#### ▪ **Direct Real Estate Investments**

- Co-managed all direct investments with a specific focus on distressed debt and was responsible for raising capital for Sangita
- Spearheaded the purchase, financing, restructuring, repositioning, and sale of two commercial property notes resulting in a return on investment of 140% for Sangita

### **SMART ENERGY GROUP – Renewable Energy Solutions Firm (Livingston, NJ, July 2009 – December 2010)**

*Executive Vice President of Business Development /Principal (July 2009 – December 2010)*

#### ▪ **Growth and Go-to-Market Strategy**

- Developed the firm's corporate pipeline based upon existing professional relationships and contacts
- Created sales pitch and presentation geared towards commercial real estate owners and municipalities in states where energy costs were deregulated
- Through development and marketing efforts, helped the company achieve profitability with revenues in excess of \$4 million in the firm's first year of existence

### **STIFEL NICOLAUS – Investment Bank (St. Louis, MO, May 2008 – August 2008)**

*Intern – Capital Markets (May 2008 – August 2008)*

- Worked under the Sr. Managing Director of Capital markets and helped facilitate the transfer of client and employee data to centralized database for the entire firm
- Assisted Sr. Managing Director with road show development, travel schedule, and conference calls

### **ABSTAR DISBURSING – Construction Disbursing & Escrow (St. Louis, MO, January 2003 – December 2006)**

*Vice President Operations (January 2003 – December 2006)*

- Defined marketing plan and identified potential clients based upon existing relationships in the commercial real estate and banking industries
- Co-managed operations through cost analysis and employee management
- Through marketing efforts, helped the company grow revenue by over 500%

### **ARCADIUS PRESS– Independent Publishing Firm (Springfield, MO, August 2005 – July 2006)**

*Director of Sales/Marketing (August 2005 – July 2006)*

- Created marketing strategy that brought international recognition to the company via the London Telegraph, Ireland's The Sunday Tribune, The Associated Press, St. Louis Review, and Fox 2 News in St. Louis
- Helped facilitate the sale of the company to one of the limited partners

## **LEADERSHIP AND ACTIVITIES**

- Member of the Board of Directors for the Anthropedia Foundation, alongside Sir Michael J. Smurfit and HSH Prince Albert II of Monaco.
- Member of the Board of Advisors for the Karla Smith Foundation
- Past Member of the Entrepreneurs Organization (EO)
- Chairman of the Board of Directors for the Peggy Sansone Foundation

## **EDUCATION**

### **FONTBONNE UNIVERSITY**

Bachelor of Interdisciplinary Studies, May 2009

**St. Louis, MO**