

# Real Estate Consultant III

# ROBERT SMITH

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## Objective

Negotiation of disposition of commercial high-rises for medical, legal and retail Multi-million dollar complex commercial leasing transactions for medical, legal and retail Managed investment activities.

## Skills

Real Estate, Tax Credit Syndication, LIHTC, Acquisitions.

## Work Experience

### Real Estate Consultant III

**Consultant** - 2009 - 2019

- Managed and consulted real estate acquisitions, dispositions, and leasing in the areas of LIHTC, mixed-use, retail and multi-family properties.
- Reviewed and advised regarding investment prospectuses, investor and state-specific requirements.
- Negotiated and prepared competitive long-term financing products through FHA, Fannie Mae DUS, Freddie Mac Mortgage loans.
- Recognized for improving the employment selection process to drive team compatibility, cost-saving measures, and increasing productivity.
- Developed marketing strategy and sales for managed funds for investment and sales through major investor relationships.
- Developed marketing, sales, advertising campaigns, brochures, and site visits.
- Designed and taught live and web-based classes in real estate leasing, marketing, finance, and business process management classes.

### Real Estate Consultant

**Berkshire Hathaway HomeServices-Miles Realty** - 2005 - 2009

- Advertised client properties on websites, through social media and in real estate guides.
- Showed properties to potential buyers and other brokers at open houses and by appointment.
- Developed and maintained a list of properties suited to different needs and budgets.
- Acted as liaison between buyers and sellers to ensure positive experiences for both parties.
- Managed contracts, negotiations and all aspects of sales to finalize purchases and exceed customer expectations.
- Worked closely with clients to get the appropriate loans, inspections and credit reports.
- Negotiated contracts on behalf of clients..

## Education

MBA in Executive Program - (Graziadio School of Business)