

ADAM BOKON

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Nationality: American • Languages: English

OBJECTIVE

As a recent MBA graduate with US and international academic experience, I am seeking an opportunity in commercial real estate. I can leverage my 7 years of real estate finance and underwriting experience, sales and relationship management training, educational learnings and strong interpersonal skills to contribute to the organization in a positive and meaningful manner.

EDUCATION

- MBA, University of New South Wales, Australian Graduate School of Management (AGSM)** **Sydney, Australia**
Master of Business Administration
Coursework Includes: Finance; Strategies for Growth; Integrated Marketing Communications;
Strategic Management Project: Table4Ten organization
1/2010 – 8/2011
- Duke University, The Fuqua School of Business – Academic Exchange** **Durham, NC**
GPA: 3.50
Coursework Includes: Venture Capital and Private Equity; Energy, Markets & Innovation;
Product Development; Medical Device Commercialization
1/2011 – 5/2011
- Bachelor of Science in Business Administration, University of Connecticut **Storrs, CT**
GPA: 3.48 (Overall); 3.63 (Business School); 4.00 (Real Estate Program)
Major: Finance / Real Estate • Cum Laude
Coursework Includes: Real Estate Decision Making; Real Estate Investments; Real Estate Finance
9/1999 – 5/2003
- University College Dublin, Quinn School of Business - Academic Exchange **Dublin, Ireland**
9/2001 – 12/2001

PROFESSIONAL EXPERIENCE

- People's United Bank** **Hartford, CT**
Commercial Real Estate Loan Officer – Assistant Vice President
4/2006 – 1/2010
Responsibility included overseeing the origination, underwriting and closing of new commercial real estate lending opportunities.
Routinely reviewed property leasing, appraisals and negotiated the loan structures/terms between investors and banking management.
Underwriting and financial analysis included due diligence of NOI, DCF's, IRR, ROI and quality of model forecasting assumptions.
- Closed an average of US\$15M in financing annually, with approximately 75% resulting from new business sourced through networking and referral channels and 25% resulting from the continued fostering of established client relationships
 - Managed a US\$50M+ portfolio of performing commercial real estate credits by coordinating the activities of supporting team members (direct & indirect reports)
 - Developed plan of actions for troubled loans to avert workout and default for senior management and borrowers
 - Provided solutions for investors of large retail, office, hospitality, industrial, multi-family and residential construction properties
- Wachovia Bank** **Hartford, CT**
Business Banking Relationship Manager (Mid-Market Commercial, Industrial and Real Estate Lending)
6/2003 – 3/2006
- Conducted financial analysis and established new relationships with businesses that had annual revenues of US\$3-15M
 - Participated in an 18-month Business Banking Associate rotational program that provided additional exposure and training in retail/commercial banking, wealth management and asset-based lending functions
 - Completed the intensive Wachovia Credit Training Program in Charlotte, North Carolina (corporate headquarters)

VOLUNTEER EXPERIENCE

- The Mutual Housing Association of Greater Hartford** **Hartford, CT**
Board of Directors
9/2007 – 12/2009
- Responsibility included leveraging my industry experience to influence the direction of the area's largest affordable housing organization (10 properties, 500+ units) while serving the mission of revitalizing the neighborhoods of greater Hartford.
- Appointed and elected to oversee a period of significant growth that included several multi-unit apartment acquisitions through the use of tax credits (LIHTC) and grants as well as an expansion into the property management business
 - Directly involved with organization's year-long strategic planning initiative to shape future 3-5 year growth
 - Represented their interests from local gatherings with residents to national conferences in Chicago and Washington D.C.

ADDITIONAL INFORMATION

- **Software Skills: Argus, Excel, PowerPoint, Windows XP/Vista, Mac OS X & financial modeling applications**
- AGSM Alumni Management Project Prize, 2011
- AGSM Sports and Management Club – President, 2010
- Easter Seals of Greater Hartford Rehabilitation Centre – Committee Member, 2006-2009
- Real Estate Finance Association (REFA) – Member, 2006-2009
- 1st degree black belt in traditional Shorinryu karate
- Interests include reading, golf, fitness, skiing, scuba diving, traveling, investing and my playful yellow Labrador rescue, Sheila