

EDWARD L. HOPKINS

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Qualifications Summary

Results driven outside sales executive with a proven ability to develop new business, expand current accounts, manage client relations, cold calling, extensive contract negotiation skills, and provide needs assessment on complex levels. Extensive experience managing projects and clients in local, regional and national accounts in both the corporate and individual decision maker level. Proven ability to find new business and new markets.

Education/Military Experience

B.S. Finance and Marketing University of Oregon, Eugene, OR
US Army, Europe and USAR SSG 1985-1991

Core Competencies

- Innovator – Created new division in company in response to tightened credit market
- Client Relationship Manager – Build and maintain relationships across client and partner base
- Strategist – Create, command, and communicate business success plans

Professional Experience and Achievements

Principal Broker, Commercial Sales Northstar Realty Advisors, Bluestone & Hockley

6 Years

Built a successful book of business from cold calling. Created transactions by finding opportunities for clients to increase their real estate holdings using under utilized capital. Recognized client motivation and needs by listening to the client and emphasizing the correct solution for them. Interfaced with decision makers and influencers in both the large corporate REIT transactions as well as local apartment owners.

Co-Created the Capital Markets division when traditional funding sources collapsed and tightened criteria that contributed to the ability for clients to continue transacting and developing commercial real estate. Made key relationships in the Hedge Fund/Opportunity Funds that transacted debt and troubled asset portfolios. Packaged and presented investment opportunities to capital sources from non-traditional to Life Insurance companies and Pension funds.

Sold \$87mm of non-performing notes in a 12 month period.

Sourced the projects, created the lender packages including the financial forecasting, build schedules and stress testing the projects for 2 multi billion dollar alternative energy projects. Successfully found a debt/equity source for the first apartment construction project in the Portland area in 4 years.

Principal Broker, Managing Broker Northstar Realty Advisors

4 Years

Responsible for the training, hiring and management of new brokers and current sales force, responsible for company P & L, operations, compliance and contract approvals for all transactions. Responsible for approving and proofing all investment packages, analysis, forecasting and pro forma's created by the sales force.

Operations and Sales Jones Stevedoring and Marine Terminals Corporation

7 Years

Provided Stevedoring services to various shipping lines that included cargo of wheat, logs, auto, steel plate, containers and other bulk commodities in Ports on the West Coast. Planned the unloading, loading sequences and coordinated with the logistical providers of cargo movement off the dock. Coordinated with the Ship's Captain and the Line's Captain to ensure the unique needs and characteristics of each vessel were taken into consideration. Ordered and ensured delivery of and inspected all rigging equipment according to the specs of the job, the cranes used and the Port equipment. Provided on-site supervision of the unloading process of each vessel from Port arrival to Departure.