

Hilmar Noble | PMP, Full Stack MERN, MongoDB, Node.js, Python

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CAREER SUMMARY

- Executive Operations Leader with an extensive background in transformation management, financial growth, and culture shifts, leveraging role-model leadership and evidence-based insights to drive impressive expansion, resiliency, and agility across large and multinational operations
- Leverage operational leadership and executive strategies to enable impactful financial growth, increasing the investment ceiling by 300% through targeted and evidence-based initiatives.
- Demonstrate ongoing financial acumen by spearheading efforts to grow the ROE, taking it from ~13-14% to an average of 26-30%, enabling better agility and resiliency throughout the organization.
- Enabled trend-setting growth and expansion, taking the organization from managing \$9-12M in real estate and assets to over a \$1B USD across residential and commercial verticals within a 10-year period.
- Achieved a 0% attrition rate among executive leadership and team members, leveraging exemplary management, leadership, and communication skills to drive a tight-knit and performance-based group.
- Enabled record-setting growth for the organization, taking it from \$40-45M in annual revenue to over \$800M in a period of 5 years, pivoting off a solid foundation set by the organizational transition and transformation.

CORE COMPETENCIES

- Strategic Business Planning
- Financial Acumen
- Harmonization & Alignment
- Transformation Management
- Operations Oversight
- Evidence-Based Insights
- Accelerated Growth
- Culture Implementations
- Attrition Reduction
- Executive Strategies
- Client-Focused Models
- Open-Door Communication
- Cost Avoidance
- Process Improvement/Redesign
- Regulatory Compliance
- New Market Penetration

PROFESSIONAL WORK EXPERIENCE

JINUSHI

Director of Acquisitions and Development

2022 – Present

- Leverage operational leadership and executive strategies to enable impactful financial growth, increasing the investment ceiling by 300% through targeted and evidence-based initiatives.
- Demonstrate ongoing financial acumen by spearheading efforts to grow the ROE, taking it from ~13-14% to an average of 26-30%, enabling better agility and resiliency throughout the organization.
- Spearhead the development of efficiency and productivity initiatives in the deal-making process, including standard guidelines and executive strategies for contract negotiation, going from 12% to as high as 41% on average closings.
- Swiftly learn the Japanese language to serve the organization better and integrate into the decision-making structure by eliminating the language barrier and driving better operational cohesion.
- Develop and execute evaluation, financial, and operational strategies for acquisitions and investments within a publicly traded Japanese company, overseeing due diligence, financial planning, negotiations, and integrations.
- Assist in the creation of functional strategies, metrics, budgets, policies, and approaches for various deal structures and functional infrastructure, leveraging a proven history of success for buy-in
- Evaluate deal rationale, financial projections, risk assessments, and financial implications for potential and vested projects, ensuring informed decision-making, leveraging business and operational development skills.
- Contribute to the development and execution of investment strategies, analyzing financial data and assessing the viability of projects, improving decision-making, and providing role-model leadership throughout cross-functional teams.

NOBLE ADVISORY PARTNERS

CEO

2012 – 2022

- Enabled trend-setting growth and expansion, taking the organization from managing \$9-12M in real estate and assets to over a billion dollars across residential and commercial verticals within a 10-year period.
- Executed adept portfolio management across all assets and holdings to ensure oversight and continued growth.
- Pioneered a can-do attitude and eliminated roadblocks/barriers, solved problems, and created synergies, driving a higher than 90% resolution rate for various operations and business functions across multiple clients.

- Penetrated diverse and international markets, going from a local DC-based company to establishing additional presence in New York, Los Angeles, and London
- Achieved a 0% attrition rate among executive leadership and team members, leveraging exemplary management, leadership, and communication skills to drive a tight-knit and performance-based group.
- Championed a stellar commitment to ethics and regulatory compliance, refusing to operate in moral gray areas and ensuring the elimination of any discrepancies, errors, or issues across all operations and clients.
- Provided direction and leadership for a full-service consulting company, overseeing a team of experienced professionals with expertise in real estate development and business consulting to drive impressive transformation for clients.
- Managed and consulted on a diverse \$1B portfolio of projects across the United States and internationally, including collaborations with prominent real estate firms, development companies, and international development projects.
- Achieved success through clear communication and effective execution, contributing to the acquisition, financing, development, marketing, and management of complex urban development projects.

AMERICAN CAPITAL GROUP

Vice President of Development and Real Estate Acquisitions

2006 – 2011

- Spearheaded an effort to branch out into real estate and grow the overall portfolio, providing targeted planning, execution, streamlining, and optimization during the roll-out.
- Pioneered multiple cultural and operational changes to transform the organization and bolster client satisfaction, achieving a 0% client attrition rate after the transformation.
- Enabled record-setting growth for the organization, taking it from \$40-45M in annual revenue to over \$800M in a period of 5 years, pivoting off a solid foundation set by the organizational transition and transformation.
- Supported the organization during the culture shift, moving away from a transactional culture and model to a client success and client-focused model, driving revenue and attrition improvements across the board.
- Successfully led multifunctional teams through due diligence and entitlement processes, ensuring alignment with project goals and regulatory requirements
- Consistently communicated operational and financial results to senior management daily, providing critical insights and facilitating informed decision-making
- Continually evaluated, assessed, and optimized processes, team integrations, culture, and operational roadmaps/execution to drive alignment and harmonization with growth goals.
- Maintained ironclad regulatory compliance to avoid any issues or discrepancies throughout all operations and client integrations.
- Pivoted off a proven history and exceptional financial acumen, business transformation, and operational optimization skills to ensure the ongoing resilience, growth, and agility of the company.

NET-SAC

Consultant

1996 – 2006

- Conducted comprehensive reviews of normative and access documents, programs, and projects to align them with client needs, subsequently developing work plans, methodologies, and tools to establish effective logistic acceptance and removal strategies.
- Facilitated meetings and consultations with organizations and representatives to ensure seamless delivery of solutions that minimize impact while offering analytical advice to project teams and assessing logistical movements for efficiency.
- Provided valuable expertise in the preparation of work plans and the assessment of meetings and logistical movements, contributing to the successful implementation of projects and programs.

ADDITIONAL EXPERIENCE

US Navy – Cryptologic Technician Interpretive

PROFESSIONAL DEVELOPMENT / CERTIFICATIONS

California Tech – CISSP, In Progress

Career Foundry - Full Stack Developer

