Oil & gas landman and real estate specialist with extensive experience in strategic land acquisition, lease administration, and land planning. High performer, problem solver, and driven to exceed client expectations. Understands the entire end-to-end real estate life cycle from planning, pricing, and sales to contract negotiations and lease implementation. Looking for opportunities to leverage managerial and technical background in a forward-thinking and innovative real estate team.

Key Competencies

Site acquisition | Land Pricing & Leasing | Land Sales | Customer Service | Account Management | Project Management | Contract Negotiations | Vendor Management | Documentation Protocols | State & Local Government Policies, Protocols & Procedures | Organizational Strategy | Bilingual, English and Spanish

*Salesforce, Oildex, Microsoft Office Suite, Enertia, JDE, Docusphere*

Experience

**Lease Buyer Landman** | Texhoma Land Consultants | Bridgeport, West Virginia  *2022 – Present*

* Established fruitful relationships with key clients and partners
* Helped to build and cultivate key prospective relationships
* Manages multiple clients ensuring deadlines are met and priorities are aligned with business needs
* Frequently aligns with leadership to provide strategic support in documenting, research and assessing detailed records
* Collaborate with legal, title and curative teams to assess title and heirship, and take necessary action to resolve any issues

**Mortgage Loan Specialist** | Pathway Home Lending, Denver, CO  *2021 – 2022*

* Partners with local real estate agents to provide guidance to individuals consideration mortgage options
* Recognized for high performance and repeat business with clients, and successfully operates based on referrals
* Made changes to any sales pitches that were not resulting in new clients
* Researched and implemented strategic marketing methods.

**Lease Analyst & Owner Relations Specialist** | EQT | Canonsburg, Pennsylvania  *2018 – 2021*

* Determine division of interests, calculates royalties and ensures timely payment of royalties for complex transactions
* Analyze real estate implications specifically for O&G properties, including assessments of contracts, conveyances, and land title
* Respond to various stakeholder inquiries; research and resolve revenue discrepancies in a timely manner
* Developed unique approaches to manage customer relationships and maintain client success, continuing to be direct in requests
* Onboarded and trained new team members, guiding them through the owner relationship management processes and procedures

**Landman** | **Lease Buyer** | Purple Land Management | Pennsylvania  *2016 – 2018*

* Successfully negotiated terms for over 200 oil & gas leases with heirships throughout Eastern Ohio
* Appraised newly acquired leases, associated legal terms, ownership reports, title reports, and deeds to ensure validity of purchase
* Managed the end-to-end land acquisition process, from assessment through sales and negotiating

**Landman | Mineral Buyer** | Pleasant View Management, LLC | Pennsylvania  *2011 – 2016*

* Research county records to determine surface and mineral ownership by utilizing online databases or travel to the local county courthouse to review county records
* Supported by increasing leaseholds by 25% within four years
* Meet deadlines and balance multiple priorities in an environment with shifting timeframes
* Evaluated newly acquired leases to ensure validity of property, addressing royalty, rental inquiries, and release demands
* Created and distributed marketing collateral to over 15,000 prospective customers, doubling response rate in a saturated market

**Executive Director** | Youth Opportunities (YO!), Inc. | Colorado  *2005 – 2011*

* Appointed to oversee construction and fundraising of a $5M world-class wellness and education center in an impoverished desert community in Baja, California
* Implemented change management through strategic outreach, resulting in substantially increasing donor base and local support
* Collaborated with over 50 private, local, and state government officials, including Boards of Directors in Colorado and Mexico
* Recruited, hired and trained over a dozen staff members with a 92% retention rate
* Led by example, catering towards individual strengths and motivating the team to reach organizational goals

Education, Training & Certifications

California University of Pennsylvania | Communication Studies

Certification in Leadership & Management | Rocky Mountain Leadership Program

AAPL Member Since July of 2016 | AAPL #89416

Notary Public | Ohio & Pennsylvania