

## **NATHAN S. SCHROEDER**

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### **EMPLOYMENT HISTORY**

#### **SECURITIES TRADER**

**2011-2017**

Self employed securities trader specializing in commodities and derivatives.

- Managed trades based on volume profile and market profile along with price action and a select number of chart patterns
- Experience in trading /ES, /NQ, /ZN, /CL, /NG, and /ZW.

#### **STEINERGROUP REAL ESTATE, Cudahy, WI**

Independently owned office and industrial properties throughout southeast Wisconsin totalling approximately 1,500,000 square feet.

##### **Vice President**

**2010-2012**

Responsible for managing approximately 1,250,000 square feet of industrial space and 250,000 square feet of office and retail for approximately 25 buildings throughout southeastern Wisconsin.

- Managed ongoing operations such as tenant procurement, lease negotiations, tenant transitions, new tenant build outs, collections, third party contractors, etc.
- Developed, controlled and managed annual budgets, explaining and being held responsible for surpluses or shortfalls on a monthly basis.
- Identified and addressed capital improvement needs and created a capital improvements plan for the coming two years.
- Reviewed monthly financial statements with the accounting department to ensure the accuracy of the statements and helping solve any discrepancies.
- Oversaw the maintenance staff which was responsible for general building maintenance, collecting and accepting bids for maintenance projects beyond their abilities, accepting and clearing work orders, and keeping the grounds and building common areas clean and up to a high standard.
- Performed monthly site inspections to help formulate capital improvements plan and confirm properties were in compliance with operating policies and procedures.

#### **MARCUS & MILLICHAP REAL ESTATE INVESTMENT SERVICES, Brookfield, WI**

The premier provider of investment real estate brokerage services with more than 1,300 brokers in markets throughout the United States.

##### **Investment Associate**

**2005-2010**

Responsible for the sale of investment real estate with a focus on multi-family properties.

- Successfully closed over \$41 million of commercial real estate by marketing to owners and investors of investment real estate located throughout the state of Wisconsin.
- Closed on 996 units of multi-family property and one retail shopping center.
- Generated all contacts and new business through cold calling property owners in

southeastern Wisconsin.

- Established a marketing and branding plan which included quarterly property flyers, weekly emails regarding commercial real estate news, and weekly emails regarding insight into the financing market.
- Completed a property analysis and proposal on 119 investment properties including multi-family properties, office buildings, shopping centers, self storage facilities, and industrial properties.

### **Sales Intern**

**2004-2005**

Learned investment real estate brokerage by working under a successful real estate broker at Marcus & Millichap.

- Built a database of current multi-family property owners located in southeastern Wisconsin.
- Completed the financial analysis and pricing for potential listings.
- Cold called investment property owners in southeastern Wisconsin to market current listings and set first appointments to build relationships and generate future clients.
- Attended first appointments, proposals, and showings to learn sales and negotiating skills.
- Voluntarily opted out of the Sale Intern Program to become an agent at Marcus & Millichap after 8 months even though the program lasts 18 months.

### **VAN AUDALL & FARRAR, Indianapolis, IN**

The central Indiana office equipment dealer for Konica Office Equipment and Minolta Business Solutions.

### **Sales Representative**

**2003-2004**

Responsible for the sale of office equipment in the downtown Indianapolis market.

- Generated new business with new clients through cold calling and marketing.
- Promoted to cover the downtown Indianapolis market after 4 months which is the most essential and competitive territory.
- Generated 100% of business from new clients that had never done business with Van Ausdall & Farrar in the past.

## **EDUCATION**

### **Bachelor of Science in Business**

Eastern Illinois University

Major: Computer Management, Programming Emphasis