

## **JOHN P. CLEARY**

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312 459-1810

Chicago IL,

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**P & L Responsibility / Sales and Marketing leadership / Strategic Planning / Growth Strategies / Startups / Development– Financial services sales, MFG products and services.**

**Experience: Sales and sales management, construction project manager , real estate , finance and insurance related claims , training and motivation of office personnel and salesforce. Insurance/liability compliance and verification . Subrogation, Mitigation & Arbitration /Mediation service experience.**

**1995-2011 then 2015-19**

**Vice President Marquette Realty & Consulting, Inc.**

**Chicago,IL**

Full Service Commercial Real Estate Brokerage Company -Negotiator of office, retail, and industrial leasing/sale transactions throughout the metropolitan Chicago area. Acted as Tenant Rep. & Building Rep for Sellers/Lessors in the Metro area. Managed & Created Site selection, analysis and feasibility reports. Managed Personnel, Administration of business and Motivation of employees. Brokered Investment Property Sales to Qualified Investors. Supervision of construction budgets administration and contract analysis. Tax appeals and Bank REO specialist. Cost segregation services, ROI analysis, portfolio asset management, building tax and expense audits, Due diligence analysis Vice-President

**JPC Construction Services Ltd.**

**2012-through 2015**

**Construction Estimation and Project Management**

**Administration Commercial and residential repairs and remodeling of structures, residences, interior and exterior job sites with supervision of various tradesmen and laborers and staff . Insurance damage assessments and restoration claim estimates , loss analysis , claim adjuster advocate. Risk and insurance compliance administration and insurance liability compliance.**

**First National Banque Tellers**

**2011 -2012**

**ATM CASH management Supply chain management, risk management, inventory control, operations management and best practices for safety.**

**Account Executive Real Estate Consultants Inc.,**

**1990-1995**

**Chicago, IL**

Negotiated and leased over 700,000 sq. ft. of office relocations. Sold and closed over 475 acres of vacant land . Leasing Representative for 19 downtown and suburban Class A, B and C office buildings totaling over 2.3 million square feet.

Loan Originator Heritage Mortgage Company, Chicago, Illinois Produced and delivered over \$30 million worth of Conventional, FHA and VA loans. Consummated over \$8 million in commercial mortgages sold to the secondary market.

Insurance centered financial planning and sales agent Made the "Million Dollar Roundtable" in life insurance sales the first year in business. Sold million in mutual funds, fixed /variable annuities and IRAs. Sold over one million dollars in health insurance premium to various small businesses.

**Education: MARQUETTE UNIVERSITY, Milwaukee, Wisconsin**

***Bachelor of Science, Business Administration Major Concentration: Management Information Systems, Economics and Finance, Public administration and union labor relations curriculum: Minor***

**Licenses: Illinois Real Estate Managing Broker 20+ years**

**Skills:** Very strong written and verbal communication skills , Highly personable and capable of working with other directors, CEOs, staff members and teams. Proficient in solving problems and implementing solutions under budget and deadlines, Hands-on executive, capable of efficiently managing all levels of budget. Training employees , agents, staff in all matters of compliance, regulations, best practices, and sales processes.