

RAINMAKER

REAL ESTATE DEVELOPMENT RAINMAKERS™

YOUR NEXT KEY HIRES

ISSUE #
41

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**SUPERSTAR
DEVELOPMENT
CANDIDATE**

Dallas, Texas

**Industrial Capital Deployment / Land Acquisition Specialist:
Driving \$4B+ in Portfolio Growth & Development**



Industrial Capital Deployment / Land Acquisition Specialist: Driving \$4B+ in Portfolio Growth & Development

QUANTITATIVE ACCOMPLISHMENTS

- **Industrial Real Estate Development and Investment:** Almost 10 years of experience in industrial real estate, managing capital deployment, land acquisition, and leasing activities for projects totaling over 4 million square feet across multiple major markets.
- **High-Value Transactions and Capital Deployment:** Sourced and controlled 110 acres of land suitable for 1.3 million square feet of industrial development, contributing significantly to project pipeline expansion.
- **Asset and Portfolio Management:** Managed leasing and asset activities for a 2.7 million square foot portfolio, overseeing development projects and operational assets, ensuring optimal performance and tenant satisfaction.
- **Financial Analysis and Investment Strategy:** Led financial analysis efforts for investment opportunities, performing NPV, IRR, and lease analyses to support the execution of more than 5 million square feet of leases and acquisitions.
- **Portfolio Valuation and Forecasting:** Managed the valuation of a \$4B real estate portfolio, encompassing 40 million square feet and 145 properties, achieving an average annual appreciation of 3% above forecasted values.
- **Operational Efficiency Initiatives:** Implemented process improvements, including standardizing operations reporting across a large real estate portfolio, reducing data loading time, and enhancing decision-making efficiency.
- **Strategic Market Expansion:** Conducted market research and developed investment theses, supporting the company's entrance into new industrial markets, and presented these initiatives to the Advisory Committee and Board of Directors for approval.

Continued on next page...

TO LEARN MORE...

To receive the Resume and Deal Sheet, or to Interview this Candidate, Please Call or Email Us Today.

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MPC25-CR41-0131a



Industrial Capital Deployment / Land Acquisition Specialist: Driving \$4B+ in Portfolio Growth & Development

DEAL SHEET HIGHLIGHTS:

- **Industrial Land Acquisition and Development, 110 acres for 1.3M+ sq. ft. of industrial space.** Led land acquisition and development efforts across major US markets, securing strategic sites for large-scale industrial projects.
- **Leasing and Asset Management, 2.7M+ sq. ft. of operating and development assets.** Managed leasing and asset operations, ensuring project success and tenant satisfaction across a diverse portfolio.
- **Financial Analysis for Capital Deployment, \$4B+ real estate portfolio.** Conducted financial analysis and strategic planning for investments, supporting the execution of business plans and capital deployment across a vast real estate portfolio.
- **Portfolio Valuation and Forecasting, \$4B portfolio, 40M sq. ft.** Led valuation processes and implemented appraisal strategies, resulting in significant appreciation and optimized asset performance.
- **Market Expansion Initiatives.** New market entries for industrial development. Developed and presented investment strategies for entering new industrial markets, supporting business growth and expansion.



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What are Your Current or Future Human Capital Needs?

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