

RAINMAKER

REAL ESTATE DEVELOPMENT RAINMAKERS™

YOUR NEXT KEY HIRES

ISSUE #
42

2

**SUPERSTAR
DEVELOPMENT
CANDIDATES**

**Acquisitions / Development Leader:
Driving \$1B+ in Industrial Real Estate
& Commercial Finance**

Atlanta, Georgia

**Real Estate Development Executive:
\$500M+ in Commercial Deals
& Industrial Developments**



Acquisitions / Development Leader: Driving \$1B+ in Industrial Real Estate & Commercial Finance

QUANTITATIVE ACCOMPLISHMENTS:

- **Extensive Business Development and Finance Experience:** Over 14 years of experience in industrial real estate development, commercial finance, and investment analysis, contributing to projects totaling over \$1B in value.
- **Industrial Real Estate Leadership:** Led the sourcing, entitlement, capitalization, and development of large-scale industrial properties, securing joint ventures and land acquisitions in multiple key markets.
- **Financial and Risk Management:** Managed a \$100M commercial loan portfolio across 30 customer relationships, overseeing risk assessment, loan structuring, and financial oversight.
- **Market Expansion and Deal Sourcing:** Spearheaded land acquisition and speculative warehouse development efforts across multiple geographic markets, contributing to the expansion of industrial real estate footprints.
- **High-Value Real Estate Transactions:** Led financial analysis, lease underwriting, and market research for development projects spanning six states, successfully supporting the capitalization and execution of multimillion-dollar industrial projects.
- **Banking and Commercial Lending Expertise:** Structured, priced, underwrote, and closed 81 commercial loans totaling \$71M, while managing a \$75M segment of a larger \$181 million loan portfolio.
- **Brokerage and Leasing Experience:** Served as a leasing agent for a 400k sq.ft. office portfolio, successfully closing multiple tenant rep transactions across major metropolitan office markets.

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TO LEARN MORE...

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

Josh Rae, CEO of JPI Executive Search

josh@jpiexecutivesearch.com | [404-220-7705](tel:404-220-7705) cell



Acquisitions / Development Leader: Driving \$1B+ in Industrial Real Estate & Commercial Finance

DEAL SHEET HIGHLIGHTS:

- **Industrial Real Estate Development, Completed & Developed \$7+ million sq.ft. / 400+ acres.** Led the sourcing, entitlement, and execution of large-scale logistics and warehouse projects across multiple geographic markets, securing joint ventures and capital investment.
- **Commercial Loan Portfolio Management, \$100 million.** Managed risk assessment and financial oversight for a diverse portfolio, ensuring sustainable growth and strong client relationships.
- **Warehouse and Logistics Expansion.** Spearheaded the acquisition and development of major industrial properties, driving market expansion in key logistics hubs.
- **Office Leasing and Brokerage, 400,000+ sq. ft.** Marketed and secured leases for a multi-property industrial / office portfolio, generating significant value in prime commercial submarkets.
- **Commercial and Industrial Lending, \$71+ million in structured loans.** Structured and closed high-value commercial loans, supporting business expansion and capital investment strategies.



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Real Estate Development Executive: \$500M+ in Commercial Deals & Industrial Developments

QUANTITATIVE ACCOMPLISHMENTS:

- **Extensive Business Development and Real Estate Investment Experience:** Over 12 years of experience in commercial real estate, land investment, and financial services, contributing to projects exceeding \$1 billion in total value.
- **Industrial and Commercial Real Estate Leadership:** Led land acquisition, rezoning, and development for large-scale logistics and commercial properties, overseeing transactions for sites exceeding 500 acres across multiple states.
- **High-Value Transactions and Leasing:** Completed over 200 commercial real estate transactions, generating more than \$140M in total consideration, with a direct impact on over 1.5 million square feet of office and industrial space.
- **Financial Growth and Investment Strategy:** Managed a \$100M commercial loan portfolio and raised over \$500M in capital for alternative investments.
- **Strategic Market Expansion:** Spearheaded the development of industrial projects in high-growth markets, assembling large land parcels and successfully securing entitlements, and capital funding for large-scale developments.
- **Asset Management and Redevelopment:** Oversaw the repositioning of industrial and retail properties, contributing to a portfolio that achieved double-digit investment returns and award-winning redevelopment projects.
- **Sales and Business Development Success:** Increased year-over-year sales from \$78M to \$236M, ranking top three producers in national sales division.
- **Recruitment and Leadership Development:** Trained and mentored multiple analysts and junior associates, with direct mentorship leading to multiple internal promotions within 18 months.

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Real Estate Development Executive: \$500M+ in Commercial Deals & Industrial Developments

DEAL SHEET HIGHLIGHTS:

- **Industrial Land Acquisition and Development, \$500M+ portfolio.** Led the acquisition, rezoning, and development of large-scale industrial properties, securing entitlements and capital funding across multiple states.
- **Commercial Leasing and Investment Sales, \$140M+ in transactions.** Managed over 200 commercial real estate transactions, including leasing and investment sales, contributing to the growth of over 1.5 million square feet of office and industrial space.
- **Alternative Investment Fundraising, \$500M+ capital raised.** Spearheaded capital-raising efforts for commercial investment funds, driving significant revenue growth and securing high-value investor commitments.
- **Land Investment and Asset Management.** Managed a portfolio of land and timber investments, overseeing acquisitions and lease agreements across multiple markets.
- **Financial Portfolio Management, \$100M commercial loan portfolio.** Structured, underwrote, and managed commercial loans across diverse industries, ensuring risk mitigation and long-term financial performance.



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What are Your Current or Future Human Capital Needs?

Josh Rae
CEO

JPI Executive Search

josh@jpiexecutivesearch.com

469-445-2428 Dallas cell

404-220-7705 Atlanta cell

