

# GEORGE MUHLROONEY, MBA

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## PROFILE

Entrepreneurial, highly successful *Real Estate Professional* with ten years of proven experience focusing on *Business Development, Commercial Real Estate Investments and Debt/Equity Capital Structuring*. Extremely motivated and experienced negotiator with extraordinary Team Leadership capabilities. Highly analytical, with outstanding communication skills, interacts easily with all personality types. MBA plus a Bachelor's degree earned with Highest Honors in Business Administration. Fluent in Spanish. Expertise includes:

- ◆ Business Development ◆ Investment Due Diligence ◆ Capital Structuring ◆ Tax Analysis
- ◆ Deal Negotiation ◆ Financial Analysis/Modeling ◆ Property Marketing ◆ Client Relations

## KEY ACCOMPLISHMENTS

~ At Buchanan Street Partners ~

- Developed and closed \$33 million in loans during the first 6 months.
- Generated additional applications for funding amounting to \$48 million in the first 12 months.

~ At Coldwell Banker ~

- Built and conducted all business planning for a new division at CB Richard Ellis in Chicago focused on providing transaction services for private-capital apartment building owners in the Chicago market.
- Billed more hours (\$850,000 in 2000) as Managing Director of Financial Consulting for the Midwest than any other regional group, realizing zero financial retrades from errors in analyses provided and increasing revenue and profitability goals by an average of 50% annually while keeping expenses flat. Key deals supported while Managing Director or while previously an Analyst/Consultant in the Group include:
  - \$450 million sale of a portfolio of warehouse space at major airports from one investor to another.
  - \$220 million sale of Smithfield Corporate Center, a 1,624 million square foot office complex, by Prudential Insurance Company of America to JP Morgan Investment Advisors.
  - \$200 million disposition of over 5 million square feet of industrial buildings for Principal Financial Group.
  - \$200 million review and disposition of General Motors' excess office building space around the country.
- Improved quality of transaction analysis by collaborating on the design of new investment and lease financial models as well as a new system to improve communication with the asset management side of the business.

## PROFESSIONAL EXPERIENCE

NEW HAVEN PARTNERS, Newport Beach, California

2005 - Present

### *Vice President, Business Development*

- Placed debt and equity capital solutions for real estate developers and owners.
- Generated Discounted Cash Flow Analyses to determine feasibility of real estate deals.
- Negotiated loan documents and joint venture agreements for clients.
- Instrumental in creating new techniques to assist Business Development Associates.

COLDWELL BANKER, Chicago, Illinois

1996 – 2005

### *Vice President, Investment Properties (2003-present)*

- Build and oversee a brand new division for CB Richard Ellis in Chicago focused on apartment buildings valued up to \$15 million, an area where the firm traditionally had zero market share.
- Authored, distributed, and gained buy-in on a four-year business plan now used as a model by other teams.
- Hired, motivate, and supervise a private client group team.
- Cultivate relationships with investors/owners through the continual communication of market knowledge and trends, successfully closing several deals with over ten more in the pipeline.
- Conduct dynamic market and deal analysis.
- Developed and implement a marketing and branding campaign designed to increase mind share for CB Richard Ellis among apartment building owners/investors in the Chicago market.
- Authored articles in Chicago Private Client Group's quarterly publication.

COLDWELL BANKER (continued)

***Managing Director, Financial Consulting (1999-2002)***

- Directed a group providing financial analytical and due diligence support for the Midwest Region of the Investment Properties Group, analyzing and underwriting deals ranging in size from \$10 million to \$450 million.
- Hired, trained, supervised, and motivated a team of 5 Analysts/Consultants, providing each with ongoing career development coaching.
- Managed budgeting and P&L of the Financial Consulting Group, ensuring the tracking of all billable hours.
- Negotiated internal fees charged to investment brokers for analysis of their pending deals.
- Tracked deal progress and reviewed each deal for errors.
- Managed relationships with investment property brokers to maximize use of the Financial Consulting Group and to ensure satisfaction regarding quality and timeliness of analysis.

COLDWELL BANKER

1996 – 2005

***Senior Consultant ~ Consultant ~ Analyst (1996-1999)***

- Performed financial analysis such as cash flow analysis to facilitate institutional real estate purchase and sale transactions ranging in size from \$10 million to \$450 million.
- Collaborated closely with investment brokers, leasing brokers, property managers, and asset managers to obtain information needed to draw up accurate financial models.
- Used Argus and Pro-Ject to create financial models.

BIRMINGHAM ASSOCIATES, Lincolnshire, Illinois

1993 – 1996

***IRA Consultant (1994-1996)***

- Promoted a new Hewitt IRA product, encouraging new or recent retirees of Hewitt’s corporate clients to rollover their 401(k) to the IRA account.
- Successfully grew assets for the new IRA product from zero to \$3 million as one of a four-member team.

***401(k) Account Service Rep (1993-1994)***

- Managed benefit payments and rollover requests for 401(k) plan participants on behalf of corporate clients such as Eastman Kodak.

**EDUCATION**

NORTHWESTERN UNIVERSITY, Chicago, Illinois

***Master of Business Administration, 1996***

- Concentration in Finance.
- Worked full-time while pursuing MBA.

COMMUNITY COLLEGE, Rock Island, Illinois

***Bachelor of Arts, Business Administration & Spanish, with Highest Honors, 1993***

- Received a scholarship from the Friedman Foundation to fund two summers of study in Ecuador.
- Worked sophomore year as a Resident Assistant and junior and senior years as Assistant Resident Director of Lease Option Housing (the College’s off-campus housing). Supervised 7 house managers and managed 8 apartment units, ensuring adequate safety, operating condition, and discipline in all facilities.
- 3-Year Member, Varsity Wrestling Team.

**LICENSES**

- California Real Estate Salesperson License, 2005
- Illinois Real Estate License (since 1996).

**AFFILIATIONS**

- Member National Association of Industrial and Office Properties (NAIOP), (2005 – Present)
- Member Urban Land Institute, (2005 – Present)
- Member CREW – Orange County (2005 – Present)
- Member International Council of Shopping Centers (ICSC), (2005 – Present)

**COMPUTER SKILLS**

- Proficient in Argus; Microsoft Access, Excel, PowerPoint, and Word; Pro-Ject; and Visual Basic.