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**LISA N.**

**Real Estate & Development**

235 xxxxxxxxx | Toronto, Ontario, xxx xxx  
Phone: xxxxxxx | Email: xxxxxxxxxxxxxx

- Accomplished Real Estate & Development Executive with 20+ years of expertise overseeing complete life-cycle real estate, from site selection to leasing, acquisition, and property management; crystallizing outstanding knowledge of Canadian markets, Landlord/Developers, Retailers, capital planning, and broker networks.
- Tenacious negotiator and exceptional communicator gifted in facilitating favourable outcomes, building positive partnerships and long standing client relationships, and securing major contracts, while implementing strategic solutions for national retailers in order to maximize client profitability.
- Multifaceted leader brings working knowledge of leasing, investment, and retail acquisition; financial management; and legal regulations. Directs, supervises, and supports cross-functional teams; blending motivation and performance development to spur improvements and achieve objectives on time and on budget.

**AREAS OF EXPERTISE**

Real Estate  
Site Selection  
Leasing & Acquisition  
Property Development  
Portfolio & Business Development

Project Management  
Contract Negotiations  
Capital & Strategic Planning  
Landlord & Developer Relations  
Partnership & Relationship Building

Coaching & Leadership  
Financial Management  
Cross-Functional Teamwork  
Purchase & Sale Agreements  
Market & Competitive Analysis

**Computer Skills:** Microsoft Office (Word, Excel & PowerPoint)

**CAREER SUMMARY & PERFORMANCE HIGHLIGHTS**

**Vice President - Real Estate & Development**

**2012 – Present**

xxxxxxx, Burlington, ON

Brought on board to orchestrate national real estate and development programs, sourcing real estate properties, building and sustaining relationships with major landlords and developers, and governing all negotiations for real estate transactions, including Offers to Lease and Purchase and Sale Agreements.

- Harness superior communication and organizational skills to participate in bi-weekly meetings and presentations with the CEO; and confer with Franchisees, Operations and Project Managers, and Construction and Marketing Personnel, consistently liaising between cross functional teams and Executive Management.

**Accomplishments:**

- Boosted land acquisition and leasing of site opportunities by landing Best-in-Class third party service provider contracts in key geographic markets.
- Masterminded a new Strategic Network Plan, stimulating organic, acquisition, and joint venture partnerships to foster a 50% increase in new store openings over a 2 year period.
- Achieved real estate targets, and initiated 4 new transactions in 6 months through strategic relationship building and portfolio management with one of Canada's largest landlords.

**Senior Director - Retail Real Estate**

**2011 – 2012**

xxxxxxx, Markham, ON

Selected to lead a diverse retail transaction team of 10 real estate professionals in Ontario and Quebec, and propel real estate acquisition, disposition, and renewal strategies for new and existing portfolios.

- Cultivated an in-depth understanding of client objectives, retail business drivers, and corporate goals; and co-engineered a market comparable database for mandated clients, sustaining enduring client relationships, optimizing real estate operations, and maximizing client profitability.
- Prepared all business cases, RFP proposals, and executive-level presentations to support the approval of real estate transactions and new client mandates; and generated comprehensive and accurate reports on all real estate transactions for the Senior Executive Management Team in a timely manner.

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**CAREER SUMMARY & PERFORMANCE HIGHLIGHTS CONTINUED...**


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**Senior Director - Retail Real Estate** with xxxxxxx**Accomplishments:**

- Spearheaded the retail transaction team for the new BLJC Orange retail advisory joint venture group in Ontario and Quebec.
- Seized business development opportunities, securing and integrating 5 former National Orange retail clients into the new advisory group, stimulating \$300K in transaction fees within the first year.
- Acquired successful bid for TD Bank, the first new mandated client advisory contract with a 1,100 square foot asset base and projected revenue of \$200K; and garnered additional contracts with Canadian Tire, Rexall Pharma Plus and Purolator.

**Real Estate Director | Sales Representative****2004 – 2011**

xxxxxxxxx, Markham, ON

Recruited to manage leasing for 1.5M square feet of retail space in Ontario, while serving as the exclusive Tenant Representative for Pro Oil Change across Canada and Pet Planet in Ontario.

- Conducted market and competitive analysis to remain abreast of market place trends; better craft merchandising and marketing plans; and initiate, execute, and document leasing processes.
- Identified initial market strategies and site selection; and directed the successful sale, lease, and renewal of real estate, including power, strip, street-front, mixed-use, and lifestyle shopping centres.

**Development Director****2006 – 2008**

xxxxxxxxx, Markham, ON

Engaged to facilitate the acquisition and development of land for mixed-use projects, individual retail free-standing sites, and grocery anchored and future land bank sites.

- Oversaw the development process, conducting demographic research analysis, negotiating Purchase and Sale Agreements, and coordinating project deliverables, financial management, and municipal planning approval procedures, liaising with outside consultants to adhere to project timelines and budgets.

**Sales Representative****2003 – 2004**

xxxxxxxxxxx), Markham, ON

Managed real estate development plans for regional and national retailers across Canada, including CIBC, Shoppers Drug Mart, Sally Beauty, Sobeys, and Manchu Wok. Additionally, performed market evaluation, site selection, and preparation of packages for site tours; and generated LOI and Offer documents.

*Additional Professional Experience***Development Manager** –xxxxxxxxToronto, ON**Director of Real Estate** –xxxxxxxx, Toronto, ON

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**EDUCATION & PROFESSIONAL DEVELOPMENT**


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**Honours Bachelor of Arts** - Marketing & Sociology – University of Guelph, Guelph Ontario*Professional Affiliations*

The Ontario Real Estate Association (OREA) – Licensed Sales Representative  
Member of Toronto Real Estate Board (TREB)