

STEVE ELLIS

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OBJECTIVE: Seeking a position that will benefit from my extensive experience in sales, negotiations, team leadership, relationship building and consistent high performance for the company.

SUMMARY

Core Competencies include a demonstrated top sales producer, delivering projects on time, on budget and ahead of schedule, strategic planning, business development and tenacious detail in follow up.

EXPERIENCE

SRS REAL ESTATE PARTNERS formerly STAUBACH RETAIL, Charlotte, NC 2007 – 2009 **Vice President**

SRS Real Estate Partners is the nation's largest retail real estate services firm. Retail tenant representation is the core business. This concentration on an area of expertise in the retail arena provides excellence in local market knowledge, industry, developer relationships and consistent results on a national platform.

- Clients represented included: BJ's Wholesale, Office Depot, Brinker International, Academy Sports & Outdoors, Carter's Children's Wear and OshKosh B'Gosh.
- Selected strategic sites based upon client demographic, competition and psychographic criteria.
- Negotiated Letter-of-Intent, lease and/or contract to insure that client's needs are fully satisfied.
- Mastered all of the major retail metropolitan markets in North and South Carolina as to existing properties and proposed new centers.

THE ELLIS GROUP, Greensboro, NC **Owner**

2000 – 2007

Provided shopping center owners my expertise in development, marketing, leasing and sales to maximize their investments in a timely fashion.

- Developed and leased Oak Ridge Commons located in Oak Ridge, North Carolina. This property was located in the historic district, scenic overlay corridor and did not have municipal water and sewer. Represented the owner's interests in getting the necessary approvals from the Historical Commission, secured the anchor tenant (Lowe's Foods) and leased the shop space and pad sites ahead of schedule.
- Represented the same Oak Ridge owner in developing and leasing to the anchor (Tractor Supply Company) and 8 outparcels with the property across the street known as Oak Ridge Marketplace.
- Represented UBS Realty Advisors as Landlord for Battleground Plaza in Greensboro, NC. Upon taking over the assignment, the center had lost its anchor tenants and the shop space was 52% vacant. Over the next two years, anchor replacements were secured and the shop space occupancy was increased to 95%. Subsequently, The Ellis Group was part of the sales team who sold the property for the owner at an above market sales expectation.

STARMOUNT COMPANY, Greensboro, NC **1977 - 2000**
Sr. Vice President 1990 - 2000
 Responsible for the leasing activities of the Commercial Division that consisted of 25 company-owned properties (regional, specialty, neighborhood shopping centers and office buildings).

- Greatest accomplishment as principal leasing officer for the re-development of Friendly Center, a 1,200,000 square foot open-air center located in Greensboro, NC. Deals personally negotiated include: Ann Taylor, Eddie Bauer, Barnes & Noble, GAP, Banana Republic, Limited, Victoria Secret, Chico's, Joseph A. Banks Clothiers, Consolidated Theatres, Old Navy, to name a few.
- Worked effectively as a team leader interacting with the other divisions of the company (i.e. property management, construction, accounting and security) to insure maximum profitability to the owner.
- Consistently surpassed budgeted leasing projections during my tenure.

Vice President 1985 - 1990
Assistant Vice President 1980 - 1985
Leasing Representative 1977 - 1980

AMERICAN ELECTRIC POWER SERVICE CORPORATION, Lancaster, OH **1976 - 1977**
Personnel Representative
 Responsibilities included working in the compensation and benefits department that administered to the employees of the coal mining division.

WEST VIRGINIA DEPT. OF COMMERCE, Charleston, WV **1975 - 1976**
Industrial Development Representative
 Promoted economic development for an eighteen county region in southeast West Virginia.

EDUCATION

Master of Science in Industrial Relations (1975)
Bachelor of Science in Business Administration (1974)
West Virginia University
Morgantown, WV

PROFESSIONAL ASSOCIATION

Triad Leadership Graduate
Leadership Greensboro Graduate
International Council of Shopping Centers
Past President of the NC CCIM (Certified Commercial Investment Member) Chapter
Past President of the Commercial & Industrial Division Greensboro Board of Realtors

COMMUNITY INVOLVEMENT

Volunteer for Hospice & Palliative Care of Greensboro

