

# ANTHONY N. JOWID

## EXPERIENCE

**ALLIED ARGENTA**, Santa Monica, CA

November 2013-Present

Equity partner in a real estate development company focused on acquiring, rehabilitating and managing apartment communities for low-income families throughout the United States. Current portfolio represents 1,000+ units owned, 10,000+ units managed and an asset value of \$100+ million.

### ***Chief Operating Officer/Principal***

- Lead overall vision, values, strategy, goal development and best practices for combined staffs of 200+ employees including two Annual Corporate Retreats, Professional Development Seminars in Time Management and Negotiations and the development and implementation of Acquisitions, Construction and Management processes.
- Key member of executive team in the acquisition of 15+ properties throughout the United States including WA, OR, NV, IN, TN, KY and MS.
- Led the creation and manage General Contracting division to estimate, construct and manage property rehabilitations resulting in \$40+ million in renovations in four (4) years.
- Oversee HR functions including selecting, interviewing and hiring of staff as well as all employee orientation, insurance and legal matters.
- Lead and select vendors for construction, property insurance, company insurance and bonding as well as develop, negotiate and finalize contractual agreements.
- Develop and manage relationships with brokers, evaluate and underwrite properties, and submit offers for acquisitions throughout the United States.

**RABINE GROUP**, Schaumburg, IL

October 2011-October 2013

Sales and Marketing Leader for a \$200 million group of 15 services companies focused on paving, roofing and fuel/oil distribution. Top 20 Fastest Growing Companies in IL 2010, 2011, 2012, 2013. Inc.'s 500/5000 Fastest Growing Private Companies 2009, 2010, 2011, 2012.

### ***Chief Sales Officer/Consultant***

- Hired, coached and managed a team of 20 sales and marketing professionals resulting in the highest number leads, highest number of appointments and highest booked revenue in company history.
- Instrumental in increasing construction services revenue by 20%.
- Re-designed 15 company websites including companies first Social Media, Digital, Webinar and Video Strategies as well as local and national SEO/SEM implementation.
- Re-designed and implemented Media Strategy resulting in 4X Leads, 3X Appointments and 2X Booked Revenue from 2011 to 2012.
- Participated in the completion of four (4) company acquisitions and an international LLC for North American Licensing.
- Implemented first-ever call center for Palatine Oil Company resulting in an average of eight (8) scheduled sales appointments per week.
- Led branding and re-branding of all companies resulting in standardization of all proposals, marketing materials, event activities and public relations.
- Designed, implemented and managed the company's first-ever budget and financial tracking system for Marketing and Sales.
- Selected by executive leadership team to lead Values and Culture implementation resulting in the development of the Corporate Vision and Values Statements.

**CERTAPRO PAINTERS, Denver, CO**

December 2002-October 2011

Equity partner and executive for a \$200 million painting company in North America.

***Regional Vice President***

- Led, coached and supported 35 franchisee's with complete P&L responsibility for a \$25 million business unit.
- Increased regional revenue and company-wide revenue by 15% from 2009 to 2010.
- Developed, managed and implemented corporate and regional initiatives including, Customer Service Delivery Systems, Marketing Cooperatives, Performance Management Programs, EPA and OSHA Programs, Residential and Commercial Sales Training, and Financial Analysis Programs.

***General Manager, Operations, Development and Recruiting***

- Instrumental in increasing start-up franchisee sales by 170% and corporate revenue by 80% in 12 months.
- Pivotal member of the corporate management team progressing franchise-wide sales from approximately \$63 million to \$200 million.
- Coached approximately 100 franchisees throughout North America in the development and implementation of sales, marketing, production, operations and financial programs.

***National Account Manager, Commercial Services***

- Top Performing Account Manager - Overachieved Revenue Goal by 53%, Gross Margin Goal by 38%, Sales Goal by 11%, and conducted the most client meetings.
- Established and maintained relationships with retail, restaurant and hospitality clients throughout North America such as, Nike, The Men's Wearhouse, Payless, Mimi's Café, Best Western, Marriott and Toll Brothers.

**MARATHON DEVELOPMENT GROUP INC., Denver, CO**

February 2001-November 2002

Founder and Partner for a niche land development corporation focused on residential communities.

***Vice-President, Marketing and Operations***

- Raised approximately \$3 million in private equity capital through the creation and solicitation of a Regulation D stock offering and an SEC-approved Regulation A stock offering.
- Grew revenues from \$0 to \$20 million and assets from \$0 to \$12 million in 12 months. Boosted profit margin from 5.5% to 10%, despite increases in expenses related to growth and expansion.

**NETIGY CORPORATION, Dallas, TX**

August 1999-January 2001

Regional manager for a global start-up technology consulting organization – providing services and solutions to design, secure and manage network infrastructures.

***Regional Marketing and Operations Manager***

- Established and managed relationships with technology and channel partners as well as managed marketing and sales personnel resulting in channel and alliance contributions of 35-40% of revenue.
- Prepared and managed over \$10 million of professional services revenue forecasts and pipelines as well as sales activity reports, budgets and contractual agreements for a region of 100+ personnel.

**MIX EXPRESS LTD., Sofia, BULGARIA**

May 1998-January 1999

Turnaround and change executive for the largest consumer product distribution company in Bulgaria.

***Director, Sales and Business Development***

- Created and managed the selling, monitoring and motivational system, and within six months increased

clientele by over 400%.

- Developed, implemented and managed a sales department and support staff of 20+ personnel for the national distribution of a portfolio of over 4000 consumer products.
- Produced all branding, communications and product portfolios relating to sales including the first on-line ordering system in the country and the first corporate website.

**UNIVERSITY OF NOTRE DAME**, Notre Dame, IN

July 1993-June 1996

Director empowered to build demand and manage operations for a top-tier graduate business school.

***Assistant Director, MBA Admissions and Operations***

- Created, implemented and managed all marketing strategies, communication materials and marketing campaigns to meet student enrollment quotas, and exceeded all target enrollment goals.
- Hired, trained and managed a staff of 10+ personnel on admissions and operational procedures.

## **ADDITIONAL EXPERIENCE**

**MARATHON DEVELOPMENT GROUP INC.**, Dallas, TX

February 1999-July 1999

***Vice-President, Marketing and Operations***

**MBA ENTERPRISE CORPS/USAID**, Sofia, BULGARIA

July 1997-February 1998

***Marketing Director***

## **EDUCATION**

**UNIVERSITY OF NOTRE DAME**, Notre Dame, IN

May 1997

***M.B.A.***

- Recipient of a full-tuition MBA Scholarship

**UNIVERSITY OF NOTRE DAME**, Notre Dame, IN

January 1993

***B.B.A. Marketing***

## **MEMBERSHIPS / ACHIEVEMENTS**

- Environmental Charter Schools – Board President (2018-present), Board Member (2016-present), Governance Committee Member (2018-present), Facilities Committee Member (2016-present)
- Notre Dame Alumni Club of Los Angeles – Member (2013-present)
- Boys and Girls Club of Santa Monica – Mentor for Inner City Youth (2018)
- Zog Sports – Coach and Player for Notre Dame Alumni Football and Softball (2013-2017)
- Los Angeles Team Mentoring – Mentor for Inner City Youth (2015)
- Schaumburg Business Association – Board Member (2012-2013)
- Executive's Club of Chicago – Professional Services Committee and Real Estate Committee (2012-2013)
- Byrne Urban Scholars – Mentor for Inner City Youth, Board Member, 2011 Impact Person of the Year, 2009 Mentor of The Year, Marketing, Interviewing and Disciplinary Committee Member, and Top 5 Fundraiser (2004 to 2011)

## **SKILLS**

- Coaching, Conflict Resolution, Effective Listening, Problem Solving, Situational Leadership, Leading From The Inside Out, and Goal Setting
- Languages – English (fluent), Bulgarian (conversational), French (novice)