

# ROBERT C. HILL, III

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## COMMERCIAL REAL ESTATE FINANCE • BUSINESS-TO-BUSINESS SALES

*Individual Accountability ~ Team Focus*

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OBJECTIVE: SECURE A POSITION AS A COMMERCIAL REAL ESTATE LENDER IN METROPOLITAN ATLANTA

- Proficient in financial analysis and models including: discounted cash flow, ROI, IRR, NOI, and NPV
- Experienced in evaluation and risk analysis of commercial real estate transactions: commercial lease and rollover auditing, market benchmarking, and loan underwriting
- Extensive sales and new account development experience based on aggressive, consultative methods
- Accomplished in relationship management, revenue generation, and strategic alliances
- Proficient in major business software applications such as MS Office (Including Excel, PowerPoint, and Access); ACT!, MS Outlook, as well as Maximizer contact management databases; and Apple database applications [Familiar with industry specific software such as Argus]
- An effective, polished public speaker and proficient, compelling business writer

### CORE COMPETENCIES

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|----------------------------------|--------------------------------------|---------------------------------------|
| • Commercial Real Estate Lending | • C-Level Business-to-Business Sales | • Business Development                |
| • Project Planning & Management  | • Team & Project Leadership          | • Budgets & Financial Forecasting     |
| • Financial Analysis & Planning  | • Personnel Recruiting & Training    | • Strategic Planning & Implementation |
| • Contract & Pricing Negotiation | • Policies & Procedures Development  | • Information Systems Administration  |

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*Professional • Organized • Results-Driven • Detail-Oriented • Collaborative • Entrepreneurial*

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### EXPERIENCE

#### ***HOST, "ADVISOR TALK"***

THE PROFITABILITY CHANNEL; ATLANTA, GEORGIA; 2008 - PRESENT

- Host of a new Internet network television show interviewing professional advisors to small and mid-sized businesses
- Shows to be taped live twice a month, run 4 times each month, and remain accessible on an ongoing basis

#### ***SENIOR LOAN CONSULTANT***

WASHINGTON MUTUAL BANK; ATLANTA, GEORGIA; 2007 - 2008

- Senior loan officer, responsible for all commercial financing between \$500,000 and \$10,000,000 on stabilized, multi-tenant office, retail, industrial, and mixed-use properties in the metropolitan Atlanta region
- 4-Month Production: 11 issued Letters of Intent (LOI) for \$45,150,000 ("money-up" on \$22,800,000); 7 pending LOI for \$11,655,300; 7 progressing transactions for \$13,310,000
- Average Loan: Size: \$2,800,000; LTV: 68%; DSCR: 1.28
- 2008 Projections: \$100,000,000 total loans funded
- Transition: Market disruption forced cessation of commercial mortgage lending in Georgia, Ohio, and Texas

#### ***COMMERCIAL AGENCY SALES & LEASING***

THE WESLEY COMPANY; ATLANTA, GEORGIA; 2002 - 2007

- Independently execute all executive and clerical functions for effective tenant and buyer representation
- Made 2,000 unsolicited cold calls resulting in 600 meetings with decision-makers during 1<sup>st</sup> year
- Negotiated deals ranging from short-term subleases to a 10-year, \$4.2 million direct transaction
- Regularly canvas some 50 office buildings in Perimeter Central and Cumberland/Galleria submarkets
- Created all marketing material as well as industry-specific business development and financial databases

***VICE PRESIDENT AND PROGRAM DIRECTOR***

YALE SCHOOL OF MANAGEMENT; THE CHIEF EXECUTIVE LEADERSHIP INSTITUTE; ATLANTA, GEORGIA; 1998 - 2001

- Instrumental in launch of a new class of senior executive education: *Leadership Exchange and Analysis Program (LEAP)*
- Solicited commitments for participation from Chief Executive Officers of Fortune 500 companies
- Collaborated with Management Committee executives to establish clear program objectives for selected participant
- Recruited commitments from CEO and top management to host an external participant in the inter-corporate *Exchange*
- Directed and managed the execution of the inter-corporate *Exchange* and its follow-up
- Served as Institute and University liaison to senior management at client corporations and scholars at various institutions
- Generated over \$450,000.00 in new tuition revenues
- Conducted or recruited and supervised graduate students in execution of all Institute research and special projects

***VICE PRESIDENT, MERGERS AND ACQUISITIONS***

SUMMIT CORPORATE PARTNERS; LOS ANGELES, CALIFORNIA; 1998

- Identified target industries for mergers and acquisitions representation
- Executed detailed marketing plan in a new market
- Independently established largest firm client base and most profitable transactions for fiscal year 1998:
  - a) Located and retained Seller and located Buyer for \$35 million acquisition [12x EBITDA]
  - b) Located and retained Buyer in \$18 million acquisition
- Early departure necessitated by sudden illness of managing partner and subsequent change in management

***LOAN OFFICER, VICE PRESIDENT***

SUNTRUST BANK; ATLANTA, GEORGIA; 1997 - 1998

- Placed in charge of generating new accounts within local small business and entrepreneurial sectors
- Responsible for managing and cultivating existing accounts
- Achieved the second highest loan volume in company (April 1998)

***FOUNDER AND PRESIDENT***

THE HISTORIAN'S GALLERY, LLC; ATLANTA, GEORGIA; 1992 – 1997

- International broker-dealer of historic artifacts with focused emphasis on documents
- Developed concept, wrote business plan, and raised all capital from equity sales
- Negotiated and organized the Corporate Structure and Operating, Subscription, and Transaction Agreements
- Negotiated and administered commercial mezzanine loan financing
- Hired, trained, and managed 9 employees in multiple locations
- Negotiated retail leases, created merchandising plans, designed space layouts, and oversaw build outs of all locations
- Acted as consultant and director of special projects for museums and significant private collections
- Developed and implemented strategic and financial plans; directed budgeting, bookkeeping and financial reporting
- Originated and negotiated investment, syndication, and consignment agreements, and joint marketing relationships
- Personally sold in excess of \$1,000,000.00, oversaw corporate sales in excess of \$2,500,000.00

***SPECIAL AGENT***

NORTHWESTERN MUTUAL LIFE; ATLANTA, GEORGIA; 1988 – 1991

- Sold and serviced individual life insurance, disability income insurance, and annuity products
- Achieved career sales volume of \$8,755,000.00 with annual premiums of \$108,000.00
- Established and maintained a policy retention rate of 93.5%
- Specialized in addressing the needs of professionals and business owners
- Succeeded in generating all leads from referrals
- Won sales award each year

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**EDUCATION / CERTIFICATION**

**BACHELOR OF ARTS, HISTORY**

MERCER UNIVERSITY  
MACON, GEORGIA; 1987

**LICENSED GEORGIA REAL ESTATE AGENT**

- NATIONAL ASSOCIATION OF REALTORS
- ATLANTA COMMERCIAL BOARD OF REALTORS