



- **Independent Building Management & Business Development Consultant** 2012 - Present
- **Executive Director - New York Association of Realty Managers, NYARM** 2002 – Present

• As a full charge manager of a 60 year old organization serving New York property managers. I **CREATED**:

1. Pertinent content that increased website visitors from a miniscule amount to over 180,000 each year
2. Timely & pertinent continuing education for the New York Accredited Realty Manager Certification program
3. An education experience for building management which enhanced their ability to MAKE SOUND DECISIONS
4. A popular educational videos and published a widely distributed apartment management educational magazine
5. Events and connections allowing numerous career oriented people to progress in the field of Building Management.
6. Content for, and taught, over 2000 classes/seminars to property managers, resident managers/superintendents, building staff and board members

- **Sales Management Consultant - United Metro Energy, UMEC** 2015 – 2018
 - When John Catsimatidis purchased both Metro Fuel Oil in Greenpoint, Brooklyn and Hess Oil's book of business he needed someone to merge the two. Shortly after this merger most all of the oil companies that serviced the greater NYC area were hobbled by the freeze of 2014/15. Because the UMEC brand was unfamiliar to the newly acquired customer base there existed a fear of an exodus of these customers. I was hired to: manage and expand the sales department.
 - I meticulously merged and distributed the customer base among the enlarged sales department. This meant creating a reasonable division of: existing management company accounts, territories, and salesperson abilities. Additionally, I created a cohesive outreach communication system that protected the existing customer base as well as increase new business.
 - I was given a deadline of early 2016 to accomplish this task. If it was not accomplished there was a contract issue with Hess that would have cost UMEC a significant forfeiture of funds. I succeeded beyond expectations and went on to expand other sources of business.
- Link to NYC FREEZE <https://www.dailymail.co.uk/news/article-2966974/Manhattan-encased-ice-deep-freeze-intense-Polar-Vortex-Hudson-turned-river-ice-record-lows.html>

- **Instructor & Bldg Mgmt Certification Administrator: Various Bldgs, 32BJ, HPD, NYARM** 2002 – Present
- As a sought after speaker at various training institutions and industry associations, I:
- 1. Spearheaded the following topics at 32BJ: Building Budgets & Finance, Human Relations, Supervisory & Management Skills, Project Management and Ethics. 32 BJ Course Catalog – note page 6 <https://trainingfund.32bjfunds.org/Portals/0/Courses/New%20York.pdf>
- 2. I am especially proud of training assignments at NYC HPD, Housing Preservation & Development teaching building owners and new coop board members of distressed multifamily buildings.
- 3. Engaged by management companies as an onsite staff trainer to multiple buildings.

- **Managing Agent, Property Manager, Onsite General Manager** 1983 – 2003
- Walter & Samuels • Gumley Haft • JC Lamb • Goodstein Mgmt • Kreisel • Rose Associates • Bellmarc Realty • Joffe LaSalle**
- Portfolio & site general manager of the city's largest multifaceted cooperative and condominiums and mixed-use buildings
- 1. Increased market value of stagnant buildings by implementing innovative: problem solving, project management and staff retraining
- 2. Developed a wealth of experience coordinating large invasive rehab construction work while tenants are in residence
- 3. Commercial Leasing Agent and Residential Listing Agent.
- 4. Marketed & closed building management contracts
- 5. Opened, managed and/or converted 25 buildings

Buildings Managed

Address	# of UNITS	Building Name
• 330 E 38th St, 863 , The Corinthian Condominiums, Mixed-use	• 605 E 82nd St, 154 , Gracie Terrace Apts	• 308 E 79th St, 192
• 810 Fifth Ave, 10	• 912 Fifth Ave, 31	• 330 E 75th St, 196 , Opened The Saratoga Condominium
• 20 Sutton PL S, 89	• 7W 96th St, 85	• 179 E 79th St, 59
• 357 E 57th St, 114	• 196 E 75th St, 179	• 500 8th Ave, Commercial
• 25 Central Park West, 411 , Converted – The Century Condominium	• 401 E 84th, 88 , Opened - The Dunhill Condominium	
• 405/465 W23rd St & 410/470 W24th, 740 , Converted - London Terrace Towers, Mixed-use	• 21 E 66th St, 12	• 225 W 39th St, Commercial
• 43-51 E 25th St, 119 , Opened - The Stanford Condominium	• 225 W 83rd St, 341 , Opened - The Bromley Condominium	
• 139 W 82nd St, 74	• 500 E 83rd St, 189	• 214-222 W 29th St, Commercial
• 214-222 W 29th St, Commercial	• 224-226 W 29th St, Commercial	• 30 E 60th St, Medical
• 2 Times Square, 1572-6 Broadway, Commercial - Theatre Arts Building" (now Renaissance Hotel)		
• From 1994-6 took a break from management and sold contracting jobs, primarily energy efficient lighting systems.		
☼ I was one of the first to be awarded what was then known as a, " Con Ed Certified Lighting Contractor "		
☼ I visited countless buildings, surveying common areas, calculating and drawing up efficiency proposals		



- **Greater NY Field Sales Manager Safeguard Business Systems (Financial Service Bureau)** 1980 - 1985
- SPECIALIZED in Property Management back office manual bookkeeping & accounting products
- 1. Initially a sales rep selling & installing (accounts payable, receivable, job cost) one-write bookkeeping systems
- 2. Required invasive involvement at the client level serving: Property Management Companies, Law Firms, & Contactors
- 3. Developed new business relying heavily on cold calling and trade association referrals
- PROMOTED to Field Sales Manager for the Greater NY Metro Area
- 1. Responsible for the success and growth of a dozen independent distributors with a 20+ sales force
- 2. Trained both new and veteran salespeople to develop new business via cold calling & trade association referrals
- 3. Perfected marketing techniques and advanced Safeguard's name recognition through a full scale public relations campaign
- 4. Played a pivotal role in the company's journey to go public via an innovative sales approach and impressive territorial sales numbers

- **Field Operations Manager Hayt, Hayt & Landau and Betz & Mitchel** 1975 - 1980
- Debt Collections Law Firm & Collection Agency
 - Expanded HH&L's hospital clientele enabling them to grow nationwide
 - Specialized in NYC Private Hospital Bad-Debt Collections

- **Education & Association Involvement of Note**
 - Cazenovia College, NYS, Associate of Arts Degree, Art History, Art 1970 – 1972 Graduated Cum laude 3rd in the class
 - Harborfields Senior & Junior High, Greenlawn, NY 1965 - 1970
 - Holy Family Catholic Grade School, Hicksville, NY 1960 –1964
 - ❖ [NAA, National Association of Accountants NY Chapter](#) former board member created educational programs 1982-1986
 - ❖ [CMAA of NY/NJ Construction Association of America](#) former board member organized events & programs 1994-2006
 - ❖ [Membership Committee Chair](#) at the [NYC Partnership, Inc./NY Chamber of Commerce & Industry](#) and organizer of the Chamber's very popular "[Business Card Exchanges](#)" at the [Chamber Building downtown Manhattan](#) 1983-1985

- **Personal** – Born in Astoria, Raised on Long Island, Lived on Manhattan's Upper Westside for 40 years, Back to LI since Covid