

## Jeff Demorest

### FIRST VICE PRESIDENT

A dynamic sales marketing and management professional with excellent qualifications in **SALES/MARKETING, CUSTOMER SERVICE, PUBLIC RELATIONS** and **MANAGEMENT**. Solid record of advancing success, proficiency and responsibility in all aspects of property acquisition/disposition, leasing, development and financing. Clearly demonstrated ability to ascertain market feasibility and coordinate projects to attain optimum profitability.

#### **Key Strengths Include:**

- Proven track record of success.
- Expert in administration of real estate project development, property analysis, enhancement and marketing.
- Proficient in developing multiple assignments, negotiating terms, and managing entire projects.
- Excel in identifying and implementing marketing/sales strategies to maximize customer awareness, resulting in increased revenue and profitability.
- Strong communication, writing and presentation skills.

#### **Professional Experience**

**First Vice President** – DAUM Commercial Real Estate Services – Newport Beach, CA (2001 to Present)

*Accomplishments:* Presidents Clubs – 2001, 2002, 2003, 2005, 2007

**Broker/Owner** – Power Brokers Commercial Real Estate – Irvine, CA (1992 to 2000)

Provide full-service leasing/selling of industrial and income properties. Specialize in investment sales and industrial tenant representation.

**Senior Marketing Consultant** – Norris, Beggs & Simpson – Irvine, CA (1988 to 1991)

Assisted clients in industrial property sales and leasing for this real estate brokerage. Projects/expertise include plant and site acquisitions, sales/leasebacks, investment sales, leasing, build-to-suit and development.

*Accomplishments:* Top Producing Agent, Southern Region – 1990 and 1991. Number 4 in Volume – 1988 and 1989.

**Senior Marketing Consultant** – DAUM Johnstown American – Newport Beach, CA (1983 through 1987)

Markets properties for this real estate brokerage specializing in industrial sales and leasing. *Accomplishments:* One of Top 5 Agents – 1984, 1985, 1986, 1987. Rookie of the Year – 1983.

**Broker Associate** – Carriage Realty/Remax – Palos Verdes, CA (1979 to 1982)

Specialized in residential sales in a diversified, upscale market. Youngest active licensed real estate broker in the Palos Peninsula

*Accomplishments:* Top 5% of Remax Agents in South Bay – 1981 and 1982.

#### **Educational Background**

**Bachelor of Arts Degree Education** – San Diego State University

**General Education** – El Camino Real High School – Woodland Hills, CA

**California Real Estate Brokers License** – Real Estate Courses: Law, Finance, Ethics, and Appraisal, 1031 Exchange, Syndication Foreclosures, Real Estate investment



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