



ETHAN MARTINEZ

Real Estate Manager

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Los Angeles

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PROFESSIONAL SUMMARY

Results-driven Real Estate Manager with 7 years of experience in site acquisition, lease negotiations, and asset management. Proven track record in optimizing property portfolios and enhancing operational efficiency for diverse clients.

WORK EXPERIENCE

Real Estate Manager-Part Time

Jan / 2020-Ongoing

Seaside Innovations

Santa Monica, CA

1. Directed a team of real estate professionals in site identification, lease negotiations, and zoning compliance.
2. Coordinated site acquisition and permitting processes with legal and construction teams.
3. Managed vendor relationships to align client objectives with property owner needs.
4. Analyzed zoning regulations to establish timelines and strategies for clients.
5. Conducted financial analyses to assess project viability, including NPV and IRR calculations.
6. Engaged with local government and community leaders to advocate for project approvals.
7. Developed and managed budgets, providing detailed financial reports to stakeholders.

Real Estate Manager

Jan / 2018-Jan / 2020

Silver Lake Enterprises

Seattle, WA

1. Oversaw the development of 220,000 sq. ft. of retail space for major department stores.
2. Managed all aspects of new store development, including lease negotiations and asset management.
3. Led real estate M&A initiatives for the acquisition of prominent retail chains.
4. Facilitated the sale of 50 properties, generating \$170 million in revenue within 3 months.
5. Renegotiated multiple retail leases, improving terms for underperforming locations.

EDUCATION

Bachelor of Science in Real Estate

Jan / 2016-Jan / 2018

University of Southern California

Phoenix, AZ

Focused on real estate finance, property management, and urban development.

SKILLS

Real Estate Analysis

Geospatial Analysis

Budget Management

Project Management

Lease Negotiation

INTERESTS

Scuba Diving

E-sports

Reading Fiction

Puzzle Solving

STRENGTHS

Self-awareness

Self-discipline

Sensitivity

Service-oriented

LANGUAGES



English



Japanese



French

ACHIEVEMENTS

Successfully negotiated leases saving clients over \$2 million annually.

Led a team that increased property acquisition efficiency by 30%.