

Michael E. Fisher

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PROFESSIONAL PROFILE

Results driven career that reflects achievements in building, growing, and improving the brand, while adding value to new concept and established companies. Offers comprehensive knowledge of fundamental business disciplines combined with an ability to accelerate revenues via brand development, business growth and strategic partnerships. A diversify individual that has the ability to work with internal and external groups collectively toward a common goal. A business professional with integrity.

EXPERIENCE HIGHLIGHTS

Management Process

- Managed a full service corporate Real Estate Department of 10 associates.
- Managed assets for Fortune 500 companies.
- Consensus Builder to get projects completed.
- Developed and managed project and departmental budgets
- Worked with federal grant programs in property acquisitions

Technology Skills

- Computer literate in MS Office, MS Project Management, and GIS programs

Negotiation and Contract Skills

- Negotiation skills in both lease and purchase agreements.
- Reviewed and abstracted more than 1,000 agreements

Strategic Planning and Development

- Developed new development plans for regional and national companies.
- Implemented new development plans.
- Assisted as a team member to emerge from Chapter 11 within 11 months.

Project Management

- Managed new development project.
- Entitlement management including the municipal approval process on multiple projects simultaneously.
- Worked with local Zoning, Planning and elected officials.
- Managed various trades on projects.
- Contacted public meetings on project review.

CAREER HIGHLIGHTS

- Negotiated and closed on more than 300 lease and purchase agreements for ground and existing or new stores.
- A member of a workout team assisting in the reorganization of a 425-unit retail jeweler with locations in 19 states as Vice President.
- Developed a 590-aftermarket automotive parts retail store chain in the Mid-Atlantic and Northeast states in less than 5 years.
- Lease and purchase ground or buildings for new store, office, and/or operation developments.
- A member of the Southeastern Transportation Authority's legal department team for the acquisition of the commuter railroad right of ways in the Philadelphia Metro area.
- Managed the development function of Fortune 500 Companies.

EDUCATION

Masters of Science of Information Sciences, Pennsylvania State University, Great Valley, PA

Bachelor of Science in Business Administration, LaSalle University, Philadelphia, PA

PROFESSIONAL HISTORY

Adjunct Faculty Member, University of Phoenix, Wayne, PA; 2002 – Present

Instructor of various management on-campus classes including Project Management, Organization Behavior, Total Quality Management, and other management courses.

Developer – Agent, Real Marq Corporation, Radnor, PA; 2006 – Present

Working with single tenant retailers on new locations in the Philadelphia Metro market. Place finance packages for new developments with investment groups. Locate sound investment properties for investors.

Regional Vice President, Value Place, LLS, Wichita, KS; 2007-2008

Worked as an Independent Contractor with the company's franchisees developing new hotels in Pennsylvania and New Jersey.

Vice President – Real Estate, Friedman's, Inc., Savannah, GA; 2004-2005

Member of a workout team to emerge from Chapter 11. Managed the day to day operations of the department of 10 associates including deposing of corporate surplus assets, property management and store maintenance of 450 stores in 19 states.

Sales Agent, Legend Properties, Conshohocken, PA; 2003-2004

Tenant Representative of local, regional and national retailers.

Acquisition Manager, McDonald's Corporation, Conshohocken, PA; 2000-2003

Managed the development process in the Philadelphia Metro and Delaware markets

Regional Real Estate Manager, Sears, Roebuck Company, Hoffman Estates, IL; 1994-2000

Developed a new auto part concept in the Mid-Atlantic and Northeastern Markets from a single concept store to 590 stores in five year period.

Real Estate Director, East; Pep Boys, Philadelphia, PA; 1992 – 1994

Developed a new auto part store development in the Mid-Atlantic and Northeastern Markets including entering new markets.

Real Estate Director, New Jersey Blockbuster Video, Clack, NJ; 1989-1991

Assisted in the initial Blockbuster Video concept development in the northern New Jersey market.

Real Estate Representative, KFC, King of Prussia, PA; 1987 – 1989

Managed the development program in the New York City Metro market.

Real Estate Negotiator, Southeastern Pennsylvania Transportation Authority, Philadelphia, PA 1974 – 1987

Part of the legal department performing various functions including property management, acquisitions, granting easements and condemnation of property for transit improvement projects.