

Drew L. Neubauer

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Work Experience

Vice President of Business Development, BCCM Construction Group

Dates From June 2021 to Present

- Developed the Business Development division from the ground up, implemented strategic growth/sales plans for continued account management, client retention and new business development.
- Generated \$10,000,000+ in contracted commercial General Contracting projects annually.
- Collaborate cross-departmentally to streamline business operations and train on new systems and procedures.
- Responsible for leading the business development team, creating strategies for growing and implementing new business initiatives, and cultivating strategic client partnerships.
- Oversee and implement an annual business development budget of \$100,000 including sales, marketing, community engagement, client relations and philanthropy.
- Developed and implemented new market initiatives and set company sales targets and marketing goals.
- Assisted in growing the company's annual revenue by 14% through new and current client business development.
- Oversee all marketing, public relations and community involvement activities to grow brand awareness and rapidly increased client base.
- Implemented systems and process for the business development department, initiated company-wide Client relationship management software.
- Assisted on the executive committee for pre-construction, operations and accounting departments to set and implement company wide goals, procedures and overall business direction.
- Provides support for the Enterprise business planning process and training by working closely with all units and all levels of management.
- Generated business through building long lasting relationships with clients and implementing value add procedures for our strategic partnerships.

REALTOR®/Consultant, RE/MAX LEGACY

Dates From February 2021 to Present

- Represented buyers & sellers by offering consultative services on residential, investment and commercial real estate transactions in the Kansas City Metro area.
- Negotiated sale and purchase transactions on behalf of clients, generating an average of \$1,000,000 per month in consistent sales volume.
- Consistently analyzed market trends and data to advise clients on sound financial investments, as well as preparing cost analysis reports for year over year costs and ROI.
- Generated warm leads using prospecting techniques such as cold calling, networking, social media marketing, and lead generation software, while building a pipeline of future leads for continued deal cycles within a CRM.
- Built long lasting relationships with clients to ensure a steady pipeline for continued growth through referrals and repeat business, utilized a keep in touch system to automate the communication process.
- Cultivated on-going relationships with banks, mortgage lenders, title companies, attorneys, appraisers, and sub-contractors, all to streamline my vertical integration process to maximize value to my clients.
- Prepared and executed documents such as sales and listing contracts, exclusive representation agreements, earnest money deposit agreements, inspection reports, tax documents, brokerage agency agreements and wire confirmations.

Commercial Real Estate Broker, Kessinger Hunter & Company LLC

Dates From April 2019 to February 2021

- Specializing in providing advisory services to office users throughout the Kansas City metropolitan area through the implementation of creative strategies that meet the commercial real estate needs of my clients.
- Consulted clients by offering fact-based recommendations in tune with the lease requirements, future staff plans, financial needs and specific geographic or environmental requirements.
- Maintained an in-depth knowledge of competition through consistent evaluation of the Kansas City Metro market conditions and trends.
- Generated warm leads using prospecting techniques such as cold calling, email campaigns and in-person cold calling, while building a pipeline of future leads for continued deal cycles within a CRM.

- Negotiated lease, sale and purchase transactions totaling well over \$1,000,000 on behalf of clients including lease terms, sale price, purchase price, concession packages, tenant improvement allowance, base year operating expenses, and net/gross/full-service leases.
- Educate and guide C-level clients by using an advise, implement and manage approach.
- Prepared and executed documents such as leases, letters of intent, exclusive representation contracts, purchase agreements, RFP-request for proposals, due diligence reports and registration letters.

Education

Kansas State University, Class of 2019

Bachelor of Science in Arts and Sciences

Major: Social Science with an emphasis on Marketing

Affiliations & Memberships

Kansas City Chamber of Commerce & EDC- Member

Leawood Chamber of Commerce & EDC- Member

Shawnee Chamber of Commerce & EDC- Member

BOMA- Building Owners & Managers Association- Member

The Loop KC- Member

Kansas Real Estate Commission - Licensed Salesperson

Missouri Real Estate Commission - Licensed Salesperson

KCRAR- Kansas City Regional Association of Realtors – Member

NAR- National Association of Realtors- Member

Society of Financial Service Professionals KC – Chapter Executive

Alpha Tau Omega – Social Member

Psi Sigma Epsilon – Business Member

Rockhurst High School Alumni Association – Member

Philanthropy

LLS- Leukemia & Lymphoma Society Visionary of the Year- Candidate/campaign director

Bacchus Foundation-Member/Volunteer

Reconciliation Services/TheLma’s Kitchen- Volunteer

KVC Hospitals- Volunteer

Big Brother Big Sister’s- Volunteer