



## LEVI KUSHNIR

### SENIOR REAL ESTATE INVESTMENT & MANAGEMENT LEADER

Analytical, entrepreneurial real estate leader with 10 years of experience directing investor relations, multimillion-dollar deals, and client relations. Adept at partnering with all levels of the business, including C-suite, to transform companies to be more agile, transparent, and profitable. Regarded as proactive problem-solver, connector, and trusted partner and advisor.

### WORK HISTORY

#### Principal/Real Estate Investor & Asset Manager

May 2019-Present

#### STABLE HOLDINGS, INC., Valley Stream, New York

- Lead strategy/vision of real estate development firm purchasing, renovating, selling, owning, and managing properties and land in Nassau County, New York. Direct team of eight sales and property managers.
- Expertly negotiate and structure buy-and-sell agreements, worth several millions of dollars. Liaise with external and internal stakeholders as well as regulators, legal teams, and banks to perform financial diligence.
- Coach and mentor management team to uphold the highest standards, creating best-in-class customer experiences; train employees to work efficiently and with a focus on quality service delivery.
- Own full lifecycle of financial transactions and renovation and construction project management; ensure clients are educated and fully aware of deal implications throughout process, removing ambiguity and fear in buying/selling.
- Oversee business performance analysis while driving data-driven vetting processes of new and upcoming/potential opportunities to secure optimal deals and returns on investment.
- Design and implement data-optimized tools, technologies, and workstreams, instituting project schedule templates, reporting mechanisms, dashboards, and process flows impacting client-facing and internal procedures.

#### Select Achievements

- Grew portfolio 50% since 2019, with 25% increase in annual sales year-over-year.
- Raised multimillion-dollars' worth of investment deals and debt from banks to position organization for growth.
- Developed proprietary CRM to track and manage direct-to-seller leads; improved operational and financial transparency, cross-team collaboration, and data integrity. System dramatically expanded organizational capabilities, enabling new property acquisition and broker opportunities.
- Commended by colleagues and clients for influential, "listening-first" leadership, agile project management, authentic relationship building and management skillset, and transparent communication style.



## WORK HISTORY

Continued

### **Co-Founder/Director, Finance, Operations, & Asset Management**

Jan. 2015-April 2019

#### **LMPK PROPERTIES & REALTY, Hewlett, New York**

*Spun off real estate development firm to create Stable Holdings in 2019, closing LMPK Properties & Realty.*

- Founded real estate investment company to buy, sell, renovate, and manage properties in the Nassau County region alongside co-founder/partner. Raised \$10M+ in investment deals and \$50M+ in debt from banks.
- Generated more than \$10M in sales profits over three-year period.
- Built team of eight managers to keep up with high demand, coaching and mentoring them to exhibit world-class customer service while also training them on advanced sales best practices.
- Structured and negotiated deals totaling several millions of dollars with both buyers and sellers. Steered planning and execution of large-scale, complex renovations. Acquired and managed large, multifamily real estate.
- Prioritized continuous improvement, identifying and remediating process gaps and friction to propel innovation and sustain multifaceted program success. Led financial analysis and auditing across project portfolio.
- Shaped team culture to be transparent, inclusive, and collaborative to aid in project ideation and execution.

### **Sales Manager**

Jan. 2014-Dec. 2016

#### **ODYSSEY FUNDING, Cedarhurst, New York**

*Odyssey Funding sold to Luxury Mortgage LLC.*

- Recruited by CEO to direct special growth initiatives, spanning new loan officer hiring and development, pipeline building, and managing CEO's pipeline.
- Served integral role scaling organization from 15 employees (2014) to 30 (2016).
- Generated 30% increase in annual revenue over three-year timeframe.
- Owned sales process across loan portfolio, meeting regularly with lenders, potential investors, and first-time homebuyers.
- Transformed employee recruitment, hiring, onboarding, and training programs to improve talent attraction and retention as well as internal capabilities to take on more work and enhance strategic and innovative planning efforts.
- Directed coordination of sales meetings and managed several projects simultaneously. Supported CEO by taking over multiple loans, managing client correspondence, and reshaping organization to act as fulfillment center.
- Drove in-depth, ongoing market research and analysis to empower top-level decision-making.

### **Loan Officer & Sales Representative**

July 2012-Dec. 2014

#### **FIRST MERIDIAN MORTGAGE, Brooklyn, New York**

- Originally hired as Intern to support sales teams with closing loans and selling mortgages within the secondary market; quickly learned the business, brought in deals, and closed first mortgage, resulting in full-time offer (1/2012).



## WORK HISTORY

Continued

- Received promotion to sales due to exceptional secondary market contributions within six months.
- Grew book of business 25% year-over-year, working with individual clients and investors selling mortgages for new real estate purchases, refinances, home equity lines of credit, and government-sponsored loans.
- Established trusting, collaborative clients to better understand their specific needs and match them with the optimal loan program; counseled clients throughout loan application progress, to improve the ambiguity of loan protocols.
- Guided processing and underwriting of conventional residential loan applications.
- Met with senior leadership team and cross-functional partners to align operational procedures and policies with state and federal regulations, improving quality and compliance measures.

## SKILLS

### Core Competencies

- Strategic Planning & Execution
- Full Lifecycle Project Management
- Real Estate Investment & Development
- Sales Strategy
- Contract Negotiations
- Data Analytics
- Client Relations
- Complex Problem-Solving
- Executive Partnership
- Operations
- Investor Relations
- Asset Management
- Training & Development
- Budgeting
- Forecasting
- Process Improvement

### Technical Skills

- Microsoft Office Suite
- Google Suite
- Social Media

## COMMUNICATION

### Language Proficiency

- English: Fluent
- Hebrew: Fluent
- Spanish: Proficient