

KURT STAHL

11653 Stoneview Square #21C • Reston, Virginia 20191 USA
Home: 1 (703) 537-8684 • Mobile: 1 (703) 517-5625 • kurtstahl@me.com

Business Development / Sales and Marketing Director

Competitive, energetic and driven sales and marketing professional with a proven ability to source new clients, build value-added relationships, negotiate effectively, creatively resolve problems and close deals that maximize revenues and profits. Goal and action-orientation combined with the desire and work ethic necessary to achieve outstanding results in fast-paced diverse environments of Chicago, San Francisco, Washington DC, China, Indonesia, Thailand and Russia.

Core Competencies

Sales, Marketing and Business Development / Networking and Sourcing Clients / Establishing and Building Relationships
Presentations and Contract Negotiations / Listening, Written and Verbal Communication Skills / Intercultural Business
Strategic Market Planning / Market Growth and Penetration / Goal Achievement and Profit Maximization
Public Relations / Team Building and Motivation / Staff Recruitment and Training / Problem Resolution

Work Experience

REO Sales Executive/Senior Loan Officer

JP Morgan Chase

Investment, commercial and consumer banking company

www.jpmorganchase.com

12/2009 – Present
Washington D.C.

- Achieved 3rd place ranking regionally, out of 115, for purchase business in only 3rd full month with company.
- **Ranked 1st in the nation**, out of 225, for REO transactions by 7th full month with company.
- Participated in the training of new participants in the company's REO sales program.

Sales and Marketing Director

Jensen Group

Real estate investment and development company

1/2006 – 7/2009
Saint Petersburg, Russia
www.jensen.ru

- Sourced, negotiated and closed contracts worth over USD 90,000,000 in gross revenues including Jensen Group's most profitable office, retail and industrial leases and 2nd largest sales transaction in company's 18-year history.
- Personally **contributed USD 2,543,192 to annual revenue, an increase of 292%** in only 24 months by sourcing, negotiating and finalizing leases of 22,540 square meter industrial facility thereby securing industrial business unit's (Sestroretsk Tool Works) financial turnaround and 1st year of profitability.
- **Increased returns by 291%, USD 1,880,428 annually**, in two locations alone for retail business unit (Jensen Retail) by closing the two highest retail lease rates per square meter in Saint Petersburg; the highest retail lease rates per square meter in all of Europe, after adjusting for purchasing power parity.
- **Improved overall income from USD 2,571,334 per year to USD 6,115,580 per year, an increase of 137 %** for the retail business unit (Jensen Retail) in just 18 months, exceeding both initial and revised budgets.
- **Sold 750 square meters building for USD 7,500,000 more than twice the current market price** (USD 10,000 per square meter versus market rate of USD 4790 per square meter); signed sales contract and concluded transaction at the peak of the financial crisis.
- Realized the most lucrative year in the residential (Golden Triangle Fund) business unit's 11-year history.
- Completed leases with amongst the **highest rates per square meter across Europe** for office, retail and industrial properties and consistently exceeded the "maximum possible rental rates" as estimated by the top international real estate agencies active in Saint Petersburg
- Successfully negotiated contracts with prospective tenants from across Russia and throughout Europe.
- Trained and managed Sales and Marketing staff responsible for all sales, leasing, marketing, customer service, property management, public relations and, most critically, income generation for the Jensen Group's funds
- Fostered teamwork, motivation, positive attitude and productivity amongst Sales and Marketing team.
- **Labeled "most important person in the company"** by Jensen Group's Chief Executive Officer and Founder, Steven Wayne in 2009.

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Work Experience

Sales and Marketing Director

American Medical Clinic and Hospital
Private medical clinic and hospital

2/2002 – 12/2005
Saint Petersburg, Russia
www.amclinic.com

- Implemented sales campaign that established near monopoly on lucrative international cruise ship business and signed contracts with Australian, German, British, Swedish and New Zealand governments within first month of merger **resulting in highest annual revenues and profits in 12-year American Medical Clinic history.**
- **Initiated, negotiated and closed merger** with American Medical Clinic providing British American Family Practice investors with a profitable exit.
- Identified business opportunities and directed company sales and marketing campaigns establishing medical center as one of Saint Petersburg's premier high-end healthcare providers with a market share of over 10% amongst upper income residents of Russia's 2nd and Europe's 4th largest city.
- Formed partnerships with UCLA's International Center for Emergency Medicine, bringing American emergency medicine specialists on rotation from US, and with Global Medical Institutes, resulting in lucrative clinical trials.
- Recruited, trained, managed and motivated international staff consisting of over 50 Russian, American and British physicians, nurses, administrative, accounting and other support staff.
- Developed business plan, arranged all debt and equity financing, leased and built-out premises, purchased or imported all medical/office equipment, submitted all facility/staff medical licensing and legal paperwork, defined all business practices and successfully opened fully-licensed international standard medical center within 4 months of initiating the project.

International Sales and Marketing Director

Global Doctor Limited
Network of international medical clinics and evacuation center

10/2000 – 2/2002
China, Thailand, Indonesia and Perth, Australia
www.globaldoctor.com.au

- Actively pursued M&A opportunities; **initiated** and expanded **relationship** with Med Aire Inc. **culminating in the acquisition** of Global Doctor by **and public listing** of Med Aire Inc. **on the Australian stock exchange.**
- Led major sales drive garnering contracts for international medical evacuations with worldwide insurers and immigration medical examinations with Australian and New Zealand governments resulting in **over 450% increase in company-wide revenues.**
- Designed and implemented unique sales and marketing strategies and sales training programs for all locations.
- Reviewed and revised all aspects of the day-to-day operations and management of each medical center; instigated changes to increase revenues, decrease expenses and insure quality control.
- Participated in the recruitment and training of employees throughout the company network of nine medical centers in China, Thailand and Indonesia.

Senior Sales Executive

Pacific Guarantee, Empanque Capital and Ronzetti Mortgage
Mortgage and investment banking firms

1988 – 2000
San Francisco, Chicago and Washington DC

- **Consistently ranked as an office, regional and/or national top producer.**
- Established relationships with prospective clients, sourced new business, oversaw support staff activities, maintained high level of customer service and generated hundreds of millions of USD in production working in three fast-paced and diverse marketplaces.

Retail Stock Broker

Drexel Burnham Lambert
Investment banking firm

1987 – 1988
Washington DC

- **Most successful at opening new accounts** through telephone cold calls in Washington DC branch office.
- Successfully passed all National Association of Securities Dealers Series 7 tests and sales training programs.

Education

Bachelor of Arts in Economics • **University of Virginia**
Certified Commercial Investment Member • **CCIM Institute**
Languages: **Native English; Basic Russian and Spanish**