
TED DAY

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SUMMARY

Residential land acquisition and sales professional with more than 30 years of broad-based experience in multiple facets of the residential building and real estate industries. Highly focused on building productive client and colleague relationships. Effective as a leader and a team member. Adept in current real estate market demands and trends.

EXPERIENCE

Land Acquisition Broker, 01/1984 - Current

Ted Day Company – TEXAS

- Responsible for identifying suitable land for residential development in the Dallas, Austin, Tx area
- Preparation of property evaluation reports and preliminary startup pro formats for presentation to development team.
- Negotiated purchase agreements with brokers and landowners.
- Performed entitlements and public hearing presentations for contracted properties.
- Personally helped for successful completion of due diligence, governmental approvals and acquisition of many actively selling communities and assisted in acquisition of numerous others.

Real Estate Broker/Vice President Land Sells, 05/1984 - 12/2004

Harlod Chenault Company – Dallas, Tx

- Led contract negotiations that resulted in favorable terms for both parties while minimizing risk exposure for company.
- Optimized team performance by providing continuous feedback, coaching, and development opportunities.
- Maintained internal control safeguards for receipt of revenue, costs and organizational budgets and actual expenditures
- Hired and Trained agents for land sales in DFW Markets

VP Land Acquisitions , 11/1989 - 05/1993

Skorburg Companies – Dallas, Tx

- Managed marketing and sales initiatives for Single Family Land Acquisitions.
- Led cross-functional teams through complex negotiations that resulted in mutually beneficial agreements between multiple parties.
- Ensured compliance with all relevant federal, state, and local regulations throughout land acquisition process.
- Managed team of professionals responsible for locating, evaluating, and acquiring suitable land parcels for development projects.
- Assisted Marketing Department as Online Sales Counselor in effort to eliminate out dated marketing efforts and increase website and Internet based presence resulting in significant increase in prospect leads.
- Managed and trained several new sales associates during their first months with Skorburg sales team.
- Developed strong pipeline of potential land acquisition opportunities by cultivating relationships with key stakeholders in industry.

College Football Coach, 01/1973 - 01/1984

Rice University, West Texas A&M Univ, UTEP – Texas

- Promoted Flexibility, mobility work, and proper form to help athletes safely build strength.
- Evaluated individual knowledge, skills, and strengths, and assigned team positions to maximize talent areas.
- Prepared athletes for special competitions and tournaments.
- Coordinated with parents, boosters, and other resources to meet team needs involving equipment and travel arrangements.
- Recruited athletes by attending games, meeting with families, and presenting scholarship offers.
- Cultivated community and media relations through social media and other communication channels to support program.
- Improved team performance by developing and implementing effective training programs and practice sessions.

EDUCATION

Bachelor of Arts: Education, 07/1973

Southern Methodist University - Dallas, TX
Education Degree/ Physical Education and History.
Played college football

- Athletic Scholarship Recipient

ACCOMPLISHMENTS

- Supervised team of 5 staff members.
- Documented and resolved zoning which led to Single Family Developments .
- Land Acquisition
- Contract Negotiations
- Due Diligence Research
- Land Gis Research
- Contract Law
- Valuation
- Investment Properties
- Strategic Planning
- Gis Software
- Microsoft Office Suite

SKILLS

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| • Legal Compliance | • Time management abilities |
| • Real estate development | • Decision-Making |
| • Due diligence | • Team Collaboration |
| • Permitting Process | • Effective Communication |
| • Acquisition Strategy | • Problem-solving aptitude |
| • Environmental assessments | • Reliability |
| • Land valuation | • MS Office |
| • Positive Attitude | • Adaptability |
| • Teamwork and Collaboration | • Professionalism |
| • Multitasking Abilities | • Team Development |
| • Excellent Communication | • Team building |
| • Organizational Skills | • Relationship Building |
| • Team Leadership | • Goal Setting |
| • Adaptability and Flexibility | • Project Planning |
| • Self Motivation | |