

TERRY BORDELEAU

PANGEA DEVELOPMENT, L.L.C., St. Louis, Missouri 2006-present
Co-owner, Partner

- Conceive profitable land development opportunities in commercial, residential, and agricultural property and improve through **LEED** certified (Leadership in Energy and Environmental Design), conscientious and sustainable design.
- Directing principle investor developing a contemporary restaurant budgeted for \$800k/year in sales; setting up an LLC, creating a business plan, partial financing, concept renderings, construction plans, local TIF application, lease negotiation.
- **The Estates at Palmer Creek**, a 48-lot planned community in Columbia Illinois; complete project estimated at \$25M. Orchestrating all aspects of development by use of engineers, architects, utilities, governing bodies, investors, and builders.
- Conceived and shepherd **Arbor Lake Estates**, a 97-lot community in Edwardsville Illinois, valued at \$35M; contracted with builder/developer/partner and City government over one-year netting 1,000% profit.

REMAX RESULTS, St. Louis, Missouri 2017-present
Broker-Associate

- Responsible team member of growing office now ranked #1 in the St. Louis area in sales volume, listings taken and listings sold, and highest percentage of list price to sale price ratio.
- Independent Contractor in charge of lead generation, lead follow-up, production, online and print media, advertising, scheduling, consultation, price opinion, and sale execution.
- Solicit potential investors, creating interest and demand in real estate property. Skilled in the art of negotiation and persuasion: **needs versus benefits**.
- Assuming role of Principle Office Broker from time to time when asked to contribute. Responsibilities include mentoring newer agents, monitoring negotiations, motivating, and keeping team members on ethical and legal paths to a successful transaction.

BERKSHIRE HATHAWAY ALLIANCE, St. Louis, Missouri 2003-2017
Sales and Relocation Associate

- In top 10% of company Realtors and lifetime member of million-dollar sales club.
- Persistent networker identifying new markets and business development. Utilize social media platforms, blogging, website, and extensive network levels to attract new clientele increasing sales production by 90% in 2011.
- Prepare broker price opinions and arrange fee-based appraisals and inspections; a proactive approach for client confidence promoting a smooth sales transaction.
- Negotiate the sale of Real property in the Greater St. Louis Metropolitan area, focusing the search, previewing homes, increasing production and saving client time.

SWANK AUDIO VISUALS, St. Louis, Missouri 1999-2003
Director of in-house Audio-Visual Services

- Consulted with local, national, and international corporations and event planners to produce professional seminars within show budgets of \$300 - \$30,000; corporate meetings, breakouts, company rollouts, parties, and presentations contributing \$250k in annual sales.

- Scheduled salaried staff, union and technical personnel within budget and necessary capacities and duration to seamlessly and successfully produce shows.
- Personally, and daily supervised on-site client relations, staff, set-up and operations. Successful Director at each property through consistent and excellent customer and hotel management feedback and repeating business.
- A **cross-disciplinary** thinker with proven ability to arrive quickly to solutions satisfying client's immediate needs: opportunity increase revenue and experience.
- Successful in satisfying, entertaining, and helping others meet/exceed their sales and customer service goals through mentoring, coaching, and aiding associates.

Wm FRENCH BUYERS REAL ESTATE SERVICES, St. Louis, MO 1994-1999

Relocation Specialist

- Elite Relocation Company representing buyer only transactions for relocating employees of Fortune 500 corporations such as ***Monsanto, Anheuser-Busch, Emerson Electric, MEMC, Ralston Purina, and McDonnell Douglas.***
- Maintained database of properties, leasing management relationships, and renter profiles to facilitate temporary housing placement for relocating employees.
- Interviewed each client, pre-viewed and evaluated homes on an individual basis. Customized and personalized property information and tour program for each relocating professional saving limited client time while on home buying trip.

ERA POPE REALTORS, St. Louis, Missouri

1991-1994

Sales Associate

DRURY INN HOTEL CORPORATION, INC., St. Louis, Missouri

1990-1994

Front Office Clerk

SHERATON ST. LOUIS HOTEL, St. Louis, Missouri

1986-1990

Front Office, Sales Coordinator, and Restaurant Supervisor

EDUCATION:

UNIVERSITY OF MISSOURI-ST. LOUIS

1986

Bachelor of Science in Business Administration

Management and Organizational Behavior

- Computer literate in Microsoft Office including PowerPoint, Excel, and Publisher.

LANGUAGE:

ALLIANCE FRANCAISE, St. Louis, Missouri

1986-present

Continuing education following courses in French conversation

INTERESTS and OTHER:

- Dual citizen of the United States and Canada; permitted to work in Canada.
- Founder of business networking group, ***The Business Synergy Group***, 2010.
- LinkedIn profile: www.linkedin.com/pub/terry-bordeleau/7/61/817
- Board of Directors, Leadership Council Southwestern Illinois
- St. Louis Business Journal Advisory Board