

DAN KONECNY

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Summary of Qualifications: Former professional athlete and current MBA candidate dual focusing on Real Estate and Finance. Professional experience includes the financial analysis of commercial real estate properties across all asset classes.

EDUCATION

University of Colorado at Boulder – Leeds School of Business

Boulder, CO

MBA with an emphasis in Real Estate and Finance

May 2013

- Harwood Memorial Fellow recipient

Northwestern University

Evanston, IL

Bachelor of Arts, Business Institutions

June 2004

Captain, Northwestern University Varsity Baseball

- All-Big 10, Academic and Athletic

EXPERIENCE

Essex Financial Group

Greenwood Village, CO

Real Estate Analyst

June 2012-Present

- Preparation and analysis of pro forma models using Microsoft Excel and ARGUS DCF
- Perform historical analysis and financial projections according to lenders' financial criteria
- Assist with the sourcing and closing of real estate financing; including acquisition, construction, refinancing, and joint venture financial transactions

Computershare Trust Company, N.A.

Golden, CO

Account Manager

Nov 2007 – July 2011

- Worked proactively with clients' "C" level executives to establish and sustain strategic plans for managing Transfer Agency needs
- Generated a revenue increase from end of 2007 to 2011 of \$390,000 to over \$500,000
- Increased client satisfaction and retention in 3rd party surveys 15% from end of 2007 to 2011

Guaranteed Rate, Inc.

Denver, CO/Chicago, IL

Account Executive, Residential Mortgage Wholesale Lending

Sept 2006– Nov 2007

Business Development Associate

Oct 2005–Sept 2006

- Developed and executed comprehensive business development strategies for segmented audiences that drove new business in new and existing markets
- Promoted to outside sales account executive due to successes driving additional business through new and existing sales channels
- Became a top 10 originator in monthly loan production within one year

Detroit Tigers

Multiple Locations

Professional Baseball Player

June 2004 – Sept 2005

- Thrived in a highly competitive atmosphere
- Partnered with individuals from diverse backgrounds in order to pursue common goals

ADDITIONAL INFORMATION

- Sit on the Board of Directors of The Recreation Project
- Served as a mentor through Big Brothers Big Sisters since 2006