

# DANIEL BRYAN ZALE

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**P**ROFESSIONAL with over six years of experience in real estate disciplines including single/multi-family residential sales, development, and finance. Strengths include **excellent written and verbal communication skills** with a **focus on ethical business practice** and collaborating with diverse cultural groups. Adaptable to an extremely wide range of working environments and **able to relocate**. International education and professional experience, both past and present, directly contribute to professional goals, which include a focus **on sustainable real estate sustainable development, acquisitions, purchase, feasibility, and consulting**.

## KEY SKILLS

- International Client Relations
- Asset Management
- Residential Lease and Contract Negotiation
- English, Spanish (Spoken), German (Spoken)
- Real Estate Investment and Development Analysis
- Sales and Marketing
- Advanced Computer Skills (Microsoft Office, QuickBooks, Argus)

## PROFESSIONAL EXPERIENCE

TURNPOINT CAPITAL LLC [*Private Equity Lender*] – Denver, CO

**Senior Loan Underwriter / Principal**, 2/2007 to 8/2009

*Co-founder of private equity lending organization specializing short-term residential financing.*

- Key contributor to the approval of a \$1mm line of credit
- Tasked with underwriting all loan applications, applying innovative marketing strategy and website design, researching competitors and evaluating expansion opportunities, while maintaining solid client relations
- Applied analytical mindset and cross-industry experience to on-going operations
- Designed, packaged, and presented detailed business plans to various financial institutions

INDEPENDENT APPRAISAL GROUP – Denver, CO

**Licensed Registered Appraiser**, 1/08 to 1/09

- Measured and evaluated residential home values using market data and appraisal valuation methods for a variety of financial institutions and private clientele
- Followed strict appraisal guidelines and wrote detailed reports for large financial institutions including Wells Fargo, Fannie Mae, Bank of America and Chase Home Mortgages
- Appraisal license and subsequent experience explicitly used to add value to brokerage business

CHERRY CREEK GMAC REAL ESTATE [*Residential Brokerage*] – Denver, CO

**Licensed Broker Associate**, 12/06 to 4/09

- Managed the renovation of 6 residential homes and one 7-unit apartment building
- Increased personal and cooperative real estate investment portfolios to include 12 properties
- Represented a diverse range of clientele through-out the purchase and sale of 23 residential properties
- Direct application of real estate focused sales and marketing skills
- Widened range of real estate experience to include residential construction and renovation, land development, bankruptcy law, partnership agreements (including LLC's and Corporations), and property management

COLDWELL BANKER [*Residential Brokerage*] – Denver, CO

**Licensed Broker Associate**, 5/04 to 12/06

- Co-Founded Power Play Partners, a top-producing team of three broker associates
- Worked in a team format to create a brand identity for Power Play Partners
- Shared marketing and administrative resources with three other brokers to increase overall sales and offer unparalleled service to existing clients

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- In charge of public relations and communications with various media outlets including newspapers, fundraisers, and website blogs

PROJEKT WELTOFFENHEIT [*Division of Centers for Inter-Cultural Understanding*] – Frankfort Oder, Germany

**Project Coordinator**, 6/00 to 8/00

Chosen to participate in a multi-national initiative designed to promote cross-cultural understanding amongst former East Germany and various Western countries.

- In charge of the budget, creation, and implementation of community educational programs
- Gained valuable insight into the lives of those living in former East Germany and increased cultural awareness

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## EDUCATION

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**UNIVERSITY OF DENVER, DANIELS COLLEGE OF BUSINESS – DENVER, CO**  
INTERNATIONAL MBA AND MS REAL ESTATE, **EXPECTED GRADUATION 03/2011**

**UNIVERSITY OF COLORADO, LEEDS COLLEGE OF BUSINESS – BOULDER, CO**  
BACHELOR OF SCIENCE IN BUSINESS ADMINISTRATION (MARKETING), **08/2003**

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## AFFILIATIONS

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Member, Association of International Management, 2009 to Present  
Member, Real Estate and Construction Management Association, 2009 to Present  
President, Mosier Place Homeowners Association, 2006 to Present  
Mentor, Denver Kinds Incorporated, 2008 to Present  
Member, Denver Board of Realtors, 2005 to 2009

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## ACTIVITIES

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Snowboarding • Ice Hockey • Volunteer Work • Hiking • World Travel