

Jerry L. Lindeen

1148 Heritage Drive

Shakopee, MN 55379

612-239-6390

jerry@nrer.org

<http://www.linkedin.com/in/jerrylindeen>

EXECUTIVE SUMMARY

Seasoned Professional with experience in business development, negotiations, marketing, business and financial analysis and operations.

- Have worked with executives in individual operated companies and national publicly traded organizations.
- Have underwritten and closed multimillion dollar commercial real estate transactions.
- Have purchased, managed and sold apartment properties.
- Have negotiated purchase/sales contracts and executive compensation packages.
- Have been self employed and worked for national companies.

YEARS OF EXPERIENCE

15 years – Apartment Ownership and Management

10 years – Executive Search in Commercial and Multifamily Real Estate

5 years – Commercial Real Estate Finance

EMPLOYMENT HISTORY

National Real Estate Recruiting (www.nrer.org) – Shakopee, MN

April 2003 – Present

Executive Recruiter - President/Owner

- Primary duties same as The Recruiting Group.
- Focus exclusively on commercial and multifamily real estate industry.
- Additional duties involved in being self-employed, including:
 - Bookkeeping (QuickBooks) and tax preparation (for accountant), Payroll
 - Marketing and advertising
 - Website development and Search Engine Optimization (SEO)
 - MN Multi Housing Association member – Membership Committee

The Recruiting Group – St. Louis Park, MN

Nov. 2000 – April 2003

Executive Recruiter

- Place qualified candidates with companies in their respective professions.
- Relationship building via cold calling and meeting with company executives and candidates.
- Specialize in the professions of commercial real estate, banking and finance.
- Have filled positions from the Executive level to Administrative.
- Completed searches in several major markets throughout the US.
- Make 25-100 cold calls per day.

US Bank (usbank.com) – Minneapolis, MN

March 2000 – Nov. 2000

Commercial Banking Officer

- Managed real estate loan portfolio, negotiated commercial real estate construction loan terms.
- Analyzed commercial real estate development projects, markets and underwrote and closed commercial real estate construction loans.

NorthMarq Capital (www.northmarq.com) – Bloomington, MN

Nov. 1997 – March 2000

Investment Analyst

- Worked with borrowers and lenders coordinating the closing process for permanent commercial real estate loans.
- Analyzed financial statements and commercial leases.
- Underwrote, assembled loan packages and closed commercial real estate permanent loans on all commercial property types.
- Hired 3rd party service providers, i.e. appraisers, engineers, environmental, title.
- Performed loan set-up with Servicing Department.
- Performed annual property inspections.

Firstar Bank of MN, N.A. – fka: American Bank, N.A. – St. Paul, MN

Nov. 1995 – Nov. 1997

Commercial Real Estate Analyst

- Monitored performance of real estate portfolio via operating statement analysis, financial statement analysis and commercial loan parameters per loan documentation.
- Performed construction loan administration.

TL Properties, LLC / TL Apartments, LLC (www.tlapartments.com)

Dec. 1996 – Present

President/Owner

- Value Add ownership and management.
- Have completed over \$5,000,000 worth of multifamily real estate transactions.
- Have performed all duties involved with ownership of multi-family residential real estate.
- Own 2 properties – 23 market rate units.
- Oversee staff – Contract Property Manager, Maintenance Tech and Rehab Tech.
- Experience with property purchases, sales, buyer, seller, lender negotiations, 1031 tax deferred exchange, condo conversion, financing.
- Property financial and operations management
 - Marketing, advertising and leasing
 - Property maintenance including unit and common area rehab
 - Vendor management
 - Resident relations
 - Bookkeeping, underwriting and tax preparation (for accountant)
- Experience with Section 8 Voucher program.

Minnesota Army National Guard – Minneapolis, MN

July 1989 – July 1999

Material and Parts Specialist

Rank: Sergeant

EDUCATION

St. Cloud State University

Bachelor of Science Degree in Business with an emphasis in Real Estate

Nov. 1995

- The College of Business is accredited by the American Assembly of Collegiate Schools of Business (AACSB).
- The College of Business Real Estate Program is accredited by the International Real Estate Federation.

Relevant courses include: Real Estate Principles, Construction Technology, Commercial and Residential Real Estate Appraisal, Real Estate Law, Real Estate Property Management, Real Estate Finance and Investment, Spreadsheet Business Applications, Business Finance, Management, Accounting I-III and Marketing.

ACTIVITIES

Minnesota Multi Housing Association

2008 – Present

Membership Committee Member

2008 – Present

- Recognized for membership recruiting results

St. Cloud State Real Estate Alumni Association

1995 – Present

Historian

2002

Newsletter Editor

1997 – 2001

Calvary United Methodist Church

Council Chair

2009 – 2010

Marketing Chair

2008 – 2009