

SAMUEL J. JOHNSON, MBA

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Mr. John Roberts
Personnel Director
Mortgage Brokers, Inc.
123 Business Lane
New York, New York 10515

Dear Mr. Roberts,

As a proven **Executive Vice President**, I offer a history of driving growth and stability for a multibillion-dollar **commercial real estate development and management firm**. If you seek a candidate who will exceed your corporate turnaround and expansion goals, you will find that my qualifications are a perfect match.

Through strong fiscal oversight, team building, and strategic planning, I led Pro-Lific Development Company, Inc. to realize a 50% increase in revenue in a challenging market. I am currently charged with leading a team of more than **195 employees responsible for 250 third-party clients** located across New York, New Jersey, and Ohio. In addition, I hold total accountability for the administration of **mortgages totaling \$1.5 billion**.

While I offer many skills and accomplishments, the following is a sampling of what I will bring to your organization in an executive role:

- ✓ Experience leading quality-focused **management teams of up to 25** by hiring and developing top talent and building a positive corporate culture that strengthens overall functions.
- ✓ The ability to create viable solutions to seemingly insurmountable issues through sound decision making, productivity improvements, and risk reduction.
- ✓ **Multibillion-dollar P&L administration**, managing direct revenues of greater than **\$1.2 billion annually**.
- ✓ Strong negotiating skills that garner bottom-line results. In my current position, I have negotiated and closed more than **\$900 million in transactions**.

Please review the accompanying résumé for an overview of my achievements. If this is the level of senior management experience, leadership, and revenue growth capability you are seeking, I am confident we will benefit from meeting. I look forward to the opportunity to set up an interview to discuss my potential with you.

Thank you for your time and consideration.

Best regards,

Samuel J. Johnson