

# MARC WEIGUM

## QUALIFICATIONS SUMMARY

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High-integrity, value-driven individual known for an ability to envision and create innovative and successful outcomes to complex situations. Possess diverse industry and functional expertise with an ambitious commitment for driving clear, effective communication and well-planned and organized project direction.



- **Quantitative Methods:** Discounted Cash Flow, Time Value of Money, Correlation & Regression, Scenario Testing
- **Corporate Finance:** Cost of Capital, Cash Flow Forecasting, Leverage, Risk Analysis, Capital Budgeting
- **Real Estate Valuation:** Market Analysis, Project Modeling, Yield Analysis, Cash Flow Analysis
- **Risk Management:** Market Risk, Credit Risk, Operational Risk, Due Diligence
- **Economic Analysis:** Microeconomics, Macroeconomics (Local, Regional, National Analysis)
- **Equity:** Capital Markets, Stock Market Analysis and Valuation, Company Analysis
- **Portfolio Management:** Efficient Frontier, Performing, Under Performing, and Distressed Assets
- **Technology:** Argus Certified, Morningstar Encorr, Advanced Excel Modeling, ArcGis, Full Lifecycle Application Development, Resource Allocation, Client Management
- **Management:** Business Impact Analysis, Resource Allocation, Quality Control, Strategic Planning, Client Management

## EXPERIENCE

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| 2011         | <b>MICROSOFT</b><br><u>Real Estate &amp; Facilities – Associate Project Manager</u>   | Redmond, WA  |
|              | <ul style="list-style-type: none"><li>• Responsible for the development and recommendation of an agreed upon training platform for the Project Expenditure Request (PER) process</li><li>• Worked closely with the RE&amp;F and JLL Global Microsoft Account Team to clarify and document the development process and rationale behind the Project Expenditure Request</li><li>• Assisted in the development of the Green Leasing Checklist and Guidelines white paper</li></ul>  |              |
| 2005-Present | <b>WEIGUM PROPERTIES, LLC.</b><br><u>Founder</u>  | Bellevue, WA |
|              | <ul style="list-style-type: none"><li>• Lead construction team in the development of a \$5 million multi-use condo and retail project in Birch Bay, WA</li><li>• Hired and managed architects, engineers, attorneys and laborers to build over 25,000 square feet of retail and luxury condos. The project was successfully built on time and within budget</li><li>• Hold bottom-line responsibility for end-to-end property management functions, including tenant relations, leasing and rental agreements, facility security / maintenance and oversight of contracted services</li></ul>   |              |
| 2009-2011    | <b>UNIVERSITY OF WASHINGTON</b><br><u>Research Assistant to the Director of Graduate Studies</u>  | Seattle, WA  |
|              | <ul style="list-style-type: none"><li>• Responsible for the collection, interpretation, analysis and compilation of property data and quantifying the attributes of economically sustainable versus unsustainable projects</li><li>• Assisted in the implementation and advancement of real estate process, finance, feasibility, and portfolio management course material</li><li>• Counseled clients on strategies related to real estate expansion</li><li>• Member of research team (Affiliate Fellows Program) that analyzed the financial and environmental effectiveness of development in Hong Kong</li><li>• Provided assistance with academic research and editorial support in publishing work</li></ul> |              |

2009 & 2010

**CBRE**

Tukwilla, WA

Operations Associate - Group Health Account

- Responsible for the development and recommendation of process improvements for 5-year capital plan, contract management and strategic sourcing initiatives
- Created complex excel models that included a complete redesign of current 5-year capital plan and contract management dashboard
- Performed utilities audit for each facility to determine an optimal payment schedule
- Developed dynamic SharePoint application for KPI monitoring and status update

2002-2011

**EMC CORPORATION**

Hopkinton, MA

Application Group Lead (Social Media)

- Responsible for developing a technical roadmap for applications across business units and aligning the technical roadmap with business objectives
- Responsible for the distribution of work assignments and tasks aligned with the technical roadmap and business objectives
- Oversaw the overall design and build activities for initiatives within the Application Group
- Defined technical objectives / deliverables in support of Project and Continuous Improvement (CI) requests
- Managed and leveraged third party vendor relationships to help achieve and deliver on technical commitments aligned with business objectives
- Responsible for the technical integrity, architectural direction, resource allocation, budgeting, and functional requirement analysis of one or more applications

Project Manager (Enterprise Search)

- Managed and maintained a 2009 ASP Top 10 award-winning enterprise search application containing over 4 million documents
- Project Manager of current support application upgrade to Autonomy IDOL 7 platform using agile project management and further configuration changes to gain another 40% increase in search experience
- Collaborated with multiple business units as search engine optimization (SEO) Knowledge Base specialist to modify the search process resulting in 40% performance and relevancy gains between 2007 to 2008
- Directed prototypes for future enhancements and an integral resource in relevancy tuning activities
- Continuous enhancements have led to a 50% increase in customer satisfaction for search experience during the period between 2007 and 2008

Staff Application Developer / Technical Project Manager (Customer Service Chat)

- Acted as liaison between vendor and business to ensure all major project requirements were captured
- Worked closely with user interface team to seamlessly integrate the new application into the current customer service environment
- During the project planning phase, participated in resource allocation, budgeting and functional requirement analysis

Senior Application Developer (Sales and Customer Service)

- Successfully managed the migration of two separate business units to the new Customer Resource Management application
- Initiated and completed a project to develop an email notification system for quote approvals resulting in 30% productivity gains from the year before
- Managed the development and implementation of a data uploading mechanism that allowed clients an enhanced view of their customer base
- Enhanced the sales assignment rules to provide earlier visibility of opportunities resulting in a revenue gain of 20% over the previous year

## EDUCATION

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June 2011	<b>RUNSTAD CENTER FOR REAL ESTATE STUDIES</b> <b>UNIVERSITY OF WASHINGTON</b> Master of Science in Real Estate	Seattle, WA
June 2010	<b>THE MICHAEL G. FOSTER SCHOOL OF BUSINESS</b> <b>UNIVERSITY OF WASHINGTON</b> Master of Business Administration (Entrepreneurship and Innovation)	Seattle, WA
May 1994	<b>MINNESOTA STATE UNIVERSITY MOORHEAD</b> Bachelor of Arts (Biology) - Summa Cum Laude	Moorhead, MN