**KENNETH MACLEOD**

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**Professional Summary**

Dynamic senior leader with over 20 years of proven results and the ability to effectively execute initiatives in fast paced environments and deliver results. Demonstrated track record performing key roles and implementing strategies and initiatives that drive profits and create process efficiencies. Accomplished in vendor relations, business development, strategic partnerships, sales/marketing strategies, and multiple real estate disciplines. Areas of expertise include:

**Vendor Management/Compliance Contract Negotiation/Implementation**

**Investor/Client Relations Government Sector Partnerships/Compliance**

**Marketing Strategies/Sales Results Team Building/Operations**

**Real Estate (Mortgage Lending, Servicing, Asset Management, Valuation, Property Tax)**

**Experience**

**AVP, Vendor Management, Carrington Mortgage Services, LLC 2013 – 2020**

Successfully implemented and managed a vendor management program supporting a portfolio in excess of 500,000 loans to meet all state and federal laws and regulations. Managed a network of 400+ vendors to support mission critical business functions including default law services, title, valuation, technology, property preservation and marketing. Effectively built and managed team in all aspects of vendor relations and oversight including RFP’s, procurement, contract negotiation, due diligence, annual compliance, performance reviews and business relationship building. Implemented an interactive vendor database system and represented company in state, federal, investor, and counterparty reviews/audits.

**Director, RNT Capital Management, LLC (a Carrington JV)**  **2012 - 2013**

Effectively built operations team for new joint venture to acquire residential real estate assets in 15 states for large scale rental program. Key contributor in developing all aspects of new operation including process flow/database development, recruiting, training, job descriptions, policies and procedures, market valuation, pro forma analysis, and business partner relations. Successfully closed on 150-200 residential assets per month and prepared them for rental program. Responsible to ensure acquired assets met pro forma requirements related to market value, anticipated rent, and repair costs.

**Director, Property Tax, Carrington Property Services, LLC 2009 - 2012**

Successfully launched a national property tax service to support Carrington family of real estate companies and introduce service to third party commercial market. Managed professional relationships with over 250 government jurisdictions nationwide and C-Level executives on client list. Achieved property tax reductions on over 2,000 properties in 42 states resulting in over $1.5M tax savings. Responsible for developing initial business model, marketing plan, annual financial estimates, marketing materials, contracts, print advertisements, and a proprietary web-based property tax management system. Initial Marketing campaign successful in signing consulting contracts on properties valued in excess of $400M and exceeding target goal of $250M.

**Wholesale Accounts Manager, Noritz America 2008 - 2009**

Brand development/sales through wholesale distribution channel - major accounts. Promoting highly technical tankless water heating products by building successful customer relationships and providing superior customer service. Achieved over 100% of targeted sales goal in Q1 & Q2 2009 ($1.5M in gross sales).

**National Account Executive, Saxon Mortgage, Inc. 2007 - 2008**

**National Account Executive, ResMAE Mortgage, Inc. 2005 - 2007**

National loan origination through the wholesale channel (B2B). Developed and executed individual marketing strategy and consistently exceeded set sales goals. Ranked #1 in company for sales volume October 2007. Ranked top 7% companywide for funding volume (150+ AE’s) March 2007.

**Property Tax Manager, Strategis Tax Management Group, Inc 1999 - 2005**

Principal involved in building a full-service property tax consulting firm with a focus on real estate development/national homebuilder client base. Achieved in excess of $15M in property tax refunds for clients through negotiations with local assessment jurisdictions and Appeal Board representation. Successful in sales presentations, RFP’s, and contract negotiations with C-level executives. Responsible for developing and maintaining successful client relationships that promoted numerous new referral opportunities. In charge of recruiting, training, and staff development to promote property outsourcing solution to real estate clients (Compliance, Planning and Tax Appeals).

**Deputy Appraiser, Orange County Assessor 1992 - 1999**

Certified Appraiser in property taxation. Effectively presented and settled thousands of complex valuation disputes for the County of Orange through the Assessment Appeals Board (all property types). Expertly managed negotiations between local officials, tax agents, and property owners. Effectively trained junior staff in valuation, appeal board representation, cost analysis, and negotiating techniques with tax agents.

**Education**

California Polytechnic State University, San Luis Obispo, CA

B.A. Political Science / Concentration in Business Administration

**Skills / Personal Interests**

* Microsoft Office Suite, database management, numerous business software applications
* Founding Advisory Board Member, Carrington Charitable Foundation
* Certified Real Estate Appraiser in property taxation, CA State Board of Equalization
* Appraisal Institute (past associate member)
* Outdoor enthusiast engaged in many active sports/activities