

Brad Singer
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EDUCATION

MBA, West Coast University, Business Finance, 1995
B.A., California State University at Fullerton, Finance and Economics, 1985
CFA, Chartered Financial Analyst Designation, 1992

6/2001-Present Licensed Realtor, 1st USA Realty, Mesa AZ

Sold over 200 properties in 7 years. Acquired 75 Clients.

12/1999 – 4/2001 COLO.COM Inc., Brisbane CA (Nationwide Data Center Construction and Colocation Company)

Director, Sales Operations

Approved sales quotations ensuring profit margins on each transaction
Managed a team of four persons
Formulated discount and pricing policy in conjunction with Executive Management
Created Excel based margin models to support pricing policy and decisions
Responsible for ongoing training of new and existing sales reps

10/1995 – 5/1999 NETCOM , San Jose CA (Nationwide Internet Service Provider)

Planning and Development Manager

Created cash flow, profitability, forecast models in Excel
Responsible for writing summaries and presentations to senior management
Performed competitive analysis
Responsible for expense forecasts, budgets, and monthly close process
Tracked marketing programs and budgets; provided feedback on success

8/1988 - 6/1995 PIMCO Advisors L.P. Newport Beach, CA (Investment Manager)

Equity Analyst Telecommunications and Electric Utilities

Analyzed, recommended, and traded equity securities for a \$150 million stock portfolio.
Performed ongoing company analysis
Managed \$10 million foreign stock portfolio

HOBBIES/ACTIVITIES

Golf, Hiking, Watercolor Painting