

General Job Application

Job Title

Executive Director - Community ReDevelopment Agency

Requisition Number

56917

Personal Data

Contact

First Name

Mark

Middle Name

Last Name

Wohl

Address

1688 West Avenue

City

Miami Beach

State

Florida

Zip Code

33139

Primary Phone

3057423236

Alternate Phone

Email Address

mwohl@atlanticbb.net

Salary Requirement

What is your desired salary range?

75,000 - 85,000

Eligibility

Do you have a legal right to work in the U.S.?

Yes

If yes, are you able to provide documents as required by law to verify your eligibility to work in the U.S.?

Yes

Have you ever been convicted of a crime excluding misdemeanors and/or summary offenses?

No

If yes, provide the details for all such instances.

Education Information

High School

High School Name

John F Kennedy

Did you graduate?

Yes

City

New York City

State

New York

College/University

Name of College/University/Other		Start Date	End Date
Pace University		8/26/1990	5/25/1992
City		State	
Pleasantville		New York	
Degree	Major	Did you graduate?	
Bachelors	Business Administration	Yes	

College/University

Name of College/University/Other		Start Date	End Date
Borough of Manhattan Community College		9/11/1988	6/1/1990
City		State	
New York		New York	
Degree	Major	Did you graduate?	
Associates	Business Administration	Yes	

College/Graduate School

Name of College/University/Other		Start Date	End Date
City		State	
Degree	Major	Did you graduate?	

Vocational/Technical

Name of Vocational/Technical School		Start Date	End Date
City		State	
Degree	Major	Did you graduate?	

Additional Education Information

Please list any additional education below.

Employment Information

Beginning with your present or most recent employment, describe ALL periods of employment including self-employment, unemployed periods and military service. Your adult employment MUST be complete. Use the space provided below, if necessary. The City of Margate appreciates the reasons why you might prefer that your current employer not know about this application. Be advised that the City generally does not contact any employer until the latter stages of our hiring process.

Most Recent Employer

Start Date

January 2012

End Date

January 2020

Full Time

Position Title

Licensed Broker - Owner

Employer

Mark J Wohl PA

Phone Number

3057423236

Address

1688 West Avenue

City

Miami Beach

State

Florida

Zip

33139

Duties

Commercial real estate investment sales broker providing professional guidance and market research services to Owners, Operators, & Developers in South Florida. Sales range \$500,000 to over \$25,000,000

Reason for leaving?

Currently operating

May we contact for reference?

Yes

Previous Employer

Start Date

December 2014

End Date

February 2018

Full Time

Position Title

Broker Manager

Employer

Ten-X Commercial

Phone Number

3055032641

Address

1111 Brickell Ave

City

Miami

State

Florida

Zip

33131

Duties

Southeast Regional Representative - Source commercial real estate opportunities via new & established broker relationships. Educate prospects on technology driven platform benefits and processes.

Reason for leaving?

The company was acquired for \$1.6B and 100+ employees, including my marketing team, were released with severance.

May we contact for reference?

Yes

Previous Employer

Start Date

March 2001

End Date

November 2011

Full Time

Position Title

Vice President Investments

Employer

Marcus & Millichap

Phone Number

7865227000

Address

5201 Blue Lagoon Drive

City

Miami

State

Florida

Zip

33126

Duties

Vice President of Investments for real estate firm specializing in commercial sales in South Florida. Assisted in the opening & expansion of local offices including hiring, training, deployment. NAA multiyear recipient.

Reason for leaving?

Started my own business.

May we contact for reference?

Yes

Previous Employer

Start Date

April 1998

End Date

June 2000

Full Time

Position Title

Commercial Development - Bulk Sales

Employer

Atlantic Broadband

Phone Number**Address**

1680 Kennedy Causeway

City

North Bay Village

State

Florida

Zip

33141

Duties

Bulk media and Right of Easement sales professional. Responsible for sourcing, developing, and closing new channels of growth in TV & Cable Modem services

Reason for leaving?

Change of industry. Newly licensed real estate agent.

May we contact for reference?

Yes

Additional Work Experience Information

Please list any additional work experience below.

Skills & Certifications

Professional Certifications and Licenses

CERT, CAM, Real Estate Broker, FL Drivers License

List all jobs skills, abilities, qualifications, and volunteer experience relevant to the position for which you are applying.

A skilled negotiator with attention to regulatory and operational details as well as advocacy for client success and satisfaction. Effective sales and advocacy professional with strong diplomatic and strategic engagement skills experienced in seeing opportunities, identifying partners/resources and executing success. Team centric organizer and participant. Win-Win goal-driven scenarios as primary and preferred motivations provide for positive and measurable behavior.

Military Experience

Branch of Service

Enlistment Date

Discharge Date

Type of Discharge

Primary Responsibilities & Duties

Applicant Statement

By my signature below, I authorize any federal, state, county or municipal governmental agency, any municipal corporation or political subdivision of this state, or any other state agency, department or division thereof, or any other public or private agency, person, firm, or corporation holding records concerning, that are considered confidential, to supply such information to the City of Margate.

By my signature below, I acknowledge that PRIOR to making a conditional offer of employment to me, the City of Margate may request information which may include, but not limited to, a history of my educational records, a history of my vocational and/or training records, criminal history, any documentation of previous or current on-the-job performance records or history, any reason, excluding any reason based on a medical condition or disability, for termination of any previous employment, any reason, excluding for discharge from military service, or any other personal information that is not medical, health, or disability related in nature which may not otherwise be obtained without prior agreement.

By my signature below, I acknowledge that SUBSEQUENT to making a conditional offer of employment to me, the City of Margate may request not only the information stated above, but also any information of what-so-ever nature regarding both my past or current job related or non-related medical/health condition(s) or disability(ies).

By my signature below, I acknowledge that any such information received by the City of Margate shall become public record pursuant to Chapter 119 of the Florida Statutes.

I Agree

Yes

Signature

Mark Wohl

Date Signed: 1/23/2020 9:43 PM

Date Submitted: 1/23/2020 9:47 PM

IP Address: 207.244.187.227

Agency Wide Questions

Do you have any relatives working for the City of Margate? If you have relatives working for the City of Margate, please enter their name and department in the space below.

No

N/A

Did you provide at least ten (10) years of work history in the Employment Information Section, or if you do not have ten (10) years of work history, did you list the entirety of your work experience in the Employment Information Section? If not, please return to the Employment Information Section to complete this information.

Yes

Yes

Where did you hear about the job opportunity you are applying to?

Please provide at least three (3) professional work-related references. Please include the following information: reference name, phone number, email address, position title. (Please note: professional work-related references are people who can speak to us about your job performance and are usually people who directly supervise you. For students, or those with limited work history: professional references may include internship/volunteer supervisors or academic teachers/professors).

Indeed

See attached

Pursuant to Florida State Statute 119, all applications and materials attached are subject to public records request. Please use the space below to indicate whether or not you have any exemptions under FSS 119. If you do not have any exemptions, please write "N/A".

N/A

Executive Director - Community ReDevelopment Agency

Do you have a Bachelor's degree from an accredited college or university with a major in Public Administration, Business Administration, Urban Planning, Real Estate? Do you have five years of experience in urban planning, real estate development, project coordination, or economic development?

Yes

Yes

Do you have at least three (3) years of supervisory experience?

Yes

It was once said, "A successful man is one who can lay a firm foundation with the bricks others have thrown at him." I have built a lot of foundations --- now I want to start building communities...

Professional Experience

CRETech – Broker Channel, Ten-X Commercial

2014 – 2018

Vice President – Southeast Regional Representative
Source commercial real estate opportunities via new & established broker relationships. Educate prospects on technology driven platform benefits and processes.

Licensed Broker – Mark J. Wohl P.A.

2012 – 2014 & 2018 - Current

Commercial real estate investment sales broker providing professional guidance and market research services to Owners, Operators, & Developers in South Florida. Sales range \$500,000 to over \$25,000,000

Licensed Sales Associate, Marcus & Millichap

2001 – 2011

Vice President of Investments for real estate firm specializing in commercial sales in South Florida. Assisted in the opening & expansion of local offices including hiring, training, deployment. NAA multiyear.

Commercial Development & Sales, Atlantic Broadband 1998 – 2000

Bulk media and Right of Easement sales professional. Responsible for sourcing, developing, and closing new channels of growth in TV & Cable Modem services.

CO-OP Marketing Executive, Carnival Cruise Lines

1996 – 1998

Managed travel agency marketing efforts, budgets and reimbursements. "Secret Shopper" nationally, assisted in formation of Operation BOB (Booking On Board).

Reservation Sales Supervisor, Carnival Cruise Lines

1993 – 1996

Manager directly overseeing 20 reservationists while assisting in 300+ CSR/Sales call center ensuring customer & agency satisfaction.

Education & Professional Licenses

Licensed Real Estate Broker, **Florida BK0702082**

Licensed CAM, **Florida CAM53211**

Bachelor of Business Administration, **Pace University**

Professional Achievements & Strengths

- Cultivated private practice building sales revenue to \$150 million within the first five years with limited capital investment
- Sold more hotels, condo conversions and vacant, non-income generating properties than anyone in Marcus & Millichap's Miami office
- Committed to growing business through the cultivation of successful referral business strategies with 50 – 70% target ranges
- Adept at managing \$1+ million operating budgets and multiple markets simultaneously
- Skilled negotiator with attention to regulatory and operational details as well as advocacy for client success and satisfaction
- Experienced in developing and implementing strategic marketing and business plans for real estate and sales-focused endeavors
- Effective sales and advocacy professional with strong diplomatic and strategic engagement skills experienced in seeing opportunities, identifying partners/resources and executing success
- Experienced community leader with active service in municipal and non-government organization boards including the City of Miami Beach Affordable Housing Committee (advising federal guidelines) and the Community Emergency Response Team (CERT)
- Dedicated outcomes-focused professional committed to discretion, integrity, excellence, and high yield results for client and personal success
- Team centric organizer and participant. Win-Win goal driven scenarios as primary and preferred motivations provide for positive and measurable behavior

It was once said, "A successful man is one who can lay a firm foundation with the bricks others have thrown at him." I have built a lot of foundations --- now I want to start building communities...

Professional Experience

CRETech – Broker Channel, Ten-X Commercial

2014 – 2018

Vice President – Southeast Regional Representative
Source commercial real estate opportunities via new & established broker relationships. Educate prospects on technology driven platform benefits and processes.

Licensed Broker – Mark J. Wohl P.A.

2012 – 2014 & 2018 - Current

Commercial real estate investment sales broker providing professional guidance and market research services to Owners, Operators, & Developers in South Florida. Sales range \$500,000 to over \$25,000,000

Licensed Sales Associate, Marcus & Millichap

2001 – 2011

Vice President of Investments for real estate firm specializing in commercial sales in South Florida. Assisted in the opening & expansion of local offices including hiring, training, deployment. NAA multiyear.

Commercial Development & Sales, Atlantic Broadband 1998 – 2000

Bulk media and Right of Easement sales professional. Responsible for sourcing, developing, and closing new channels of growth in TV & Cable Modem services.

CO-OP Marketing Executive, Carnival Cruise Lines

1996 – 1998

Managed travel agency marketing efforts, budgets and reimbursements. "Secret Shopper" nationally, assisted in formation of Operation BOB (Booking On Board).

Reservation Sales Supervisor, Carnival Cruise Lines

1993 – 1996

Manager directly overseeing 20 reservationists while assisting in 300+ CSR/Sales call center ensuring customer & agency satisfaction.

Education & Professional Licenses

Licensed Real Estate Broker, **Florida BK0702082**

Licensed CAM, **Florida CAM53211**

Bachelor of Business Administration, **Pace University**

Professional Achievements & Strengths

- Cultivated private practice building sales revenue to \$150 million within the first five years with limited capital investment
- Sold more hotels, condo conversions and vacant, non-income generating properties than anyone in Marcus & Millichap's Miami office
- Committed to growing business through the cultivation of successful referral business strategies with 50 – 70% target ranges
- Adept at managing \$1+ million operating budgets and multiple markets simultaneously
- Skilled negotiator with attention to regulatory and operational details as well as advocacy for client success and satisfaction
- Experienced in developing and implementing strategic marketing and business plans for real estate and sales-focused endeavors
- Effective sales and advocacy professional with strong diplomatic and strategic engagement skills experienced in seeing opportunities, identifying partners/resources and executing success
- Experienced community leader with active service in municipal and non-government organization boards including the City of Miami Beach Affordable Housing Committee (advising federal guidelines) and the Community Emergency Response Team (CERT)
- Dedicated outcomes-focused professional committed to discretion, integrity, excellence, and high yield results for client and personal success
- Team centric organizer and participant. Win-Win goal driven scenarios as primary and preferred motivations provide for positive and measurable behavior

- President Emeritus, *Miami Beach Leadership Academy*, 2012
- Member, *Yerucham Steering Committee, Greater Miami Jewish Federation*, 2010 - 2015
- Chair, *City of Miami Beach Service Partnership Board*, 2011 – 2017
- Member, *Miami Beach United (MBU) 2018 - Present*
- Member, *City of Miami Beach Affordable Housing Advisory Committee*, 2012 – 2013
- Member, *Municipal Evaluation Committee, Disaster Debris Monitoring Services*, 2012
- Member, *Municipal Evaluation Committee, County Lobbying Services*, 2011
- Member, *North Beach Elementary, Parent Teacher Student Association*, 2009 - 2017
- Member, *Nautilus Middle School, Parent Teacher Student Association*, 2015 - 2018
- Co-Founder and Co-Chair, *Lincoln West Neighborhood Association*, 2004 – 2013
- Board Member, *West Avenue Neighborhood Association (WAvNA)*, 2013 - Present
- Participant & Past Coordinator, *M&M Investors Symposium*, 2001 -2011
- Finalist, *South Florida Business Journal's Top Dealmakers*, 2010
- Participant, *Greater Miami Jewish Federation Mission to Israel*, 2010
- Participant, *Temple Beth Sholom, Mission to Cuba*, 2012
- Member, *Greater Miami Beach Sunset Over Miami Host Committee*, multiple years
- Principal for the Day, *Fienberg Fisher K-8 Center*, 2010 (coordinated effort to upgrade school's gym)
- Member, *Miami Beach Community Development Corporation Board of Directors*, 2004 -2007
- Member & Neighborhood Leader, *Community Emergency Response Team (CERT)*, 2011 – Present
- Member, *Miami Beach Chamber of Commerce – Education Council Committee*, 2012 – 2017
- Co-Chair & Founding Member, *Greater Miami Jewish Federation CRE Speaker Series* (2005-2008)

Trainings

- *7 Habits of Highly Effective People*
- Neighborhood Leadership Academy
- Greater Miami Chamber of Commerce Leadership Academy 2007-08
- Community Emergency Response Team (certified first responder)
- Organization of Leadership Advancement Miami (OLAM) 2011
- Community Association Management (certified)
- Citizens Police Academy, City of Miami Beach (alumni)
- Coaching the Champions (Johnson & Wales Univ., Miami)
- Organization for Leadership Advancement Miami (certified)

Additional Skills

- Experienced handling dispute resolutions and multifaceted negotiations
- Proficient in Microsoft Office programs (Word, Excel, PowerPoint) as well as, MLX and CoStar
- Adept in conversational Spanish & world traveler
- Experienced in market research, comparisons and feasibility reports
- Practiced recruiter and sales staff trainer
- Skilled designer of marketing and collateral materials for product and project-based campaigns
- Proficient at preparing complex underwriting documents ensuring full compliance
- Experienced in Human Resources policies and staff development

References

- Multiple Professional/Personal/Character References Available Upon Request

1688 West Avenue ▪ Miami Beach, Florida 33139 ▪ 305.742.3236 ▪ mwohl@atlanticbb.net