

Daniel J Burgner

9227 Lincoln, #200-240, Lone Tree, CO 80124

mobile 949.922.1618 **email** dan@BExperiential.com **web** BExperiential.com

Versatile business leader bringing over 30 years of experience as accomplished executive. Strategic problem solver, change manager, and visionary executive with success implementing plans to meet current and future needs. Key expertise in real estate, business development, strategic alliances, project management and advertising.

Revenue Growth
Business Development
Marketing Expertise
Business Administration
Negotiation

Project Management
Business Planning
Consulting
Contract Management
Operations Management

Strategic Planning
Leadership
Budgeting

2015-Present

President | Burgner Experiential, Inc & BExperiential, Inc. Newport Beach, CA & Lone Tree, CO

- Consulted on large retail properties such as, Hollywood Park, Inglewood, City Center, Bishop Ranch and The Grove, Los Angeles
- Business Development in revenue producing advertising systems, sponsorships, strategic alliances, and events from property common areas. Increased NOI by 100's of thousands of dollars increasing property values 2 to 6 million
- Achieved under budget and on-time project management to adhere to project goals
- Developed and implemented new strategies and policies in collaboration with executive partners to establish and achieve long-term business objectives and sustainable organizational leadership
- Conducted research on emerging trends within industry and capitalized on finds to create new areas of revenue
- Initiated and designed operational improvements using methodologies to drive efficiency and reduce costs

1995-2015

Executive Vice President | Caruso | Los Angeles, CA

- Aligned organizational objectives with company mission, increasing revenue, profit and business growth by collaboratively developing integrated strategies, the company's value increased 2.2 billion during employment
- Managed P&L for sales, marketing, operations, and properties to oversee financial standing of company and solidify market position

- Led recruitment and development of advertising programs, sponsorship and strategic alliance programs to maximize utilization of existing talent and capabilities and creating 12 million of revenue from the common area
- Developed innovative sales and marketing strategies to facilitate business expansion
- Developed property programs and trademark services to create a “sense of place” and the center of town
- Spearheaded over 30 third party contract negotiations to obtain favorable pricing and scheduling parameters

1992-1994

Vice President, Management Services | Hollis and Associates/The Irvine Company | Newport Beach, CA

- Oversaw the office that provided the property and asset management for the Irvine Company community and neighborhood shopping centers
- Exceeded P&L goals and shouldered property fiscal responsibility resulting in three shopping center renovations, Increased occupancy to 95% and increased NOI
- Spearheaded cross-functional initiatives across departments to achieve business goals for bottom line profits
- Initiated on-time, under budget project management to optimize performance
- Hired and managed employees to maximize productivity while training staff on best practices and protocols
- Established performance goals for department and provided methods for reaching milestones
- Spearheaded 14 third party contract negotiations to obtain favorable pricing and scheduled parameters

.....

EDUCATION

January 1983

- MBA: Real Estate Finance
- University of Southern California, Los Angeles, CA

January 1980

- Bachelor of Science: Business Administration
- University of Southern California, Los Angeles, CA

.....

LICENSES

California Brokers Real Estate License
Colorado Real Estate License