

DANIEL LENTZ

215 Center St, Ithaca, NY 14850
607-351-7812 dyl9@cornell.edu

Education	CORNELL UNIVERSITY Program in Real Estate Master of Professional Studies in Real Estate, May 2009 Concentration: Real Estate Finance Johnson Graduate School of Management Master of Business Administration, May 2009 Clubs: Associate Real Estate Council; National Real Estate Challenge Team (case competition) Roy H. Park Leadership Fellow: Two-year full tuition fellowship award based on leadership ability, academic achievement, and commitment to community service	Ithaca, NY
	THE UNIVERSITY OF TEXAS AT AUSTIN McCombs School of Business Bachelor of Business Administration, Finance, December 1999	Austin, TX
Experience 2000-2006	DELL, INC. <i>Global Account Manager / Account Executive</i> <ul style="list-style-type: none">• Promoted five times in six years and commended for leadership and consistent performance under pressure; exceeded 100% annual attainment five out of six years at Dell• Generated, developed, and closed new business with Fortune 500 corporations; contracts estimated at over \$75 million• Managed \$20-30 million in annual revenues across Dell's entire suite of products and services• Achieved over 110% average annual attainment against multi-million dollar quotas; quotas increased up to 175% per year• Composed and structured bid proposals; articulated contract offers through formal negotiations and presentations• Created and analyzed clients' pro-forma profit and loss statements with finance team• Coordinated global, account-specific, multi-functional teams of up to 20 members to acquire and maintain long-term purchasing relationships with clients	Austin, TX & New York, NY
1998-1999	NATIONWIDE MORTGAGE, INC. <i>Loan Closing Coordinator</i> <ul style="list-style-type: none">• Processed, coordinated, and closed approximately \$15 million in residential mortgages per year• Organized efforts of lenders, title companies, insurance agents, realtors, and appraisers in nearly 50 transactions to ensure timely closing and funds distribution	Austin, TX
1998	BARGE PROPERTY MANAGEMENT CORP. <i>Property Manager</i> <ul style="list-style-type: none">• Managed 250-unit mini-storage property• Responsible for lead generation, leasing, accounting, and rent roll management• Increased occupancy rate by over 30% in three-months preceding property sale, raising property value and sale price for owner	Austin, TX
Awards	<ul style="list-style-type: none">• Dell "Circle of Excellence" Winner, Top 5% Achiever: 2003• Dell Northeast Acquisition "Account Executive of the Year": 2003• Dell Northeast Acquisition "Account Executive of the Quarter": Q4 2005, Q1 2003• McAllister Speech Competition Winner, Cornell University: Fall 2006	
Personal	<ul style="list-style-type: none">• Urban Land Institute – Student Member• Youth group leader and volunteer soccer coach with inner-city youth in Trenton, NJ• Founder of volunteer organization pairing undergraduate mentors with at-risk youth in Austin, TX• Spent summer of 1997 serving in various volunteer organizations in inner-city New York	

