

From: cmsmailer@civicplus.com on behalf of [Contact form at Boxford MA](#)
To: [Leanne Mihalchik](#)
Subject: [Boxford MA] ADAPTIVE REUSE OF BUILDINGS ADVISORY COMMITTEE (Sent by Mark Sullivan, [REDACTED])
Date: Tuesday, October 18, 2022 10:18:48 AM
Attachments: [mbs_resume_2022.pdf](#)

External Sender

Hello Imihalchik,

Message:

I am interested in the Adaptive Reuse of Buildings Advisory Committee. I currently serve on the Recreation Committee and am the Recreation Committee Representative on the Community Preservation Committee.

I have a background in value-add real estate and real estate development. This includes valuation, capital structure, best use, and other components of real estate. I have attached my resume for your review. As an FYI your email address; Imihalchick@boxfordma.gov, keeps getting kicked back as undeliverable.

Regards,

Mark Sullivan

MARK B. SULLIVAN

SUMMARY

A highly experienced investor relations professional skilled at raising capital, relationship development, and prospecting, from a broad base of investors including, pension funds, consultants, endowments & foundations, family offices and other sources of institutional capital. Have an extensive rolodex of relationships with individuals inside these organizations that have investment decision-making authority. A Business Development Executive with expertise in strategic planning, client acquisition, consultant relations, organizational change, relationship cultivation, and investment strategies, including real estate, and private equity. A consistent producer with a proven record of accomplishment developing strategic business relationships and making significant contributions to immediate and long-term profitability.

EXPERIENCE

WAYPOINT RESIDENTIAL, Boca Raton, Florida

Senior Managing Director, Business Development and Consultant Relations, 2021-Present

Direct responsibility for nationwide coverage on institutional investors in America, including Pensions, Insurance General Account and Pension, Endowment & Foundations, Family Offices, Consultants, and other sources of real estate capital. Built a team to move from a syndication model to a fund model funded by institutional investors. Successfully raised \$135 million in equity in Waypoint's first comingled multifamily development. Member of Waypoint's ESG and DEI implementation team. Board member of the charitable giving fund at Waypoint.

BROOKWOOD FINANCIAL PARTNERS, Beverly, Massachusetts

Managing Director, Business Development and Consultant Relations, 2017-2021

Responsibility for growing Brookwood's institutional footprint in North America and globally. Accountable for raising assets in real estate and private equity in multiple investment structures. Developed a new coverage model for institutional distribution globally. Developed and refined a global business development marketing strategy for the Real Estate Private Equity vertical with ambitious commercial objectives. Raised \$235 million in equity capital in Brookwood funds.

KEELEY ASSET MANAGEMENT, Chicago, Illinois

Director, Head of Distribution and Consultant Relations, 2015-2017

Direct responsibility for coverage of North American distribution including all RIA's, family offices, institutional investors as well as consulting firms focused on first and second tier firms. Responsible for the complete consultant relationship, research as well as regional field consultants. Direct calling on broad range of plan sponsors including Public Funds, Corporate, E&F, Healthcare and Family Offices. Raised over \$125 million in AUM during challenging firm structure.

ALLIANZ GLOBAL INVESTORS, San Francisco, California
Director, Consultant Relations and Business Development, 2010-2014

Held direct responsibility for primary coverage of 18 consulting firms and secondary coverage of ten additional firms. Developed relationships with research staff and field consultants. Scheduled average of 140 meetings per year. Participated in industry conferences. Focused on introducing new strategies in emerging markets, volatility, and liquid alternatives. Raised over \$3.7 billion in AUM.

BABSON CAPITAL, Phoenix, Arizona
Managing Director, Public Fund Team Leader & Consultant Relations, 2009-2010

Provided regional coverage of all types of plan sponsors in Western region. Held field consultant responsibility for existing relationships. Introduced bank loans, structured credit, mezzanine debt, high yield, and real estate debt. Held 135 direct meetings in first year. Raised \$350 million in new business.

FAF ADVISORS, Phoenix, Arizona
Managing Director, Public Funds, Team Leader, 2006-2009

Built extensive network of contacts in public fund, and consulting communities. Developed the Public Fund and Consultant Relations Team, Implemented strategic approach to client acquisition by identifying opportunity, interdependencies of key decision makers, consultant influence, and competition. Served as player coach for four-person public funds team. Closed over \$2.5 billion in new AUM. Provided client service for largest public fund clients, comprising \$3.5 billion in assets.

PAULSON AND COMPANY, INC., New York, New York
Director, Public Funds Marketing, 2005-2006

Drove development of public funds market for North America. Educated plans' sponsors on company's merger arbitrage and event arbitrage strategies. Expanded consultant coverage to existing consultant relationships.

A D D I T I O N A L E X P E R I E N C E

BANC ONE INVESTMENT ADVISORS AND J.P. MORGAN, Phoenix, Arizona, **Director, Public Funds and Taft Hartley Marketing, 1999-2004.** Closed over \$4.5 billion in AUM, exceeding profitability goals over four years. Achieved deep penetration of public funds inclusive of trustees, staff, and consultant coverage. Communicated diverse portfolio strategies, including equity, fixed income, quantitative, and alternative strategies. Interfaced with existing clientele to deepen relationships, retain assets, and cross-sell.

L I C E N S E S

Series 24, 7, 65, 66, and 3

E D U C A T I O N

NEW ENGLAND COLLEGE, Henniker, New Hampshire, B.A., Finance and Economics