

# JEFF COKER

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## SUMMARY

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Commercial, retail, office, and multi-family property development and construction professional with 25+ years of experience achieving client satisfaction and financial targets with multimillion-dollar projects. Flexible, adaptable, and creative in negotiations and problem-solving. Balances competing time, cost, and quality goals while developing effective relationships throughout project lifecycles. A leader who manages teams and resources in time-critical situations.

## EXPERIENCE

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**1998 – 2022**

**Cypress Equities**

**Dallas, TX**

*Managing Director, Development and Construction*

*2008 – 09/2022*

- Reporting to the CEO, lead the development and construction of destination-class commercial and multi-family properties in the U.S. with a cumulative value of \$2.5B+
- Manage 10+ development and project management professionals overseeing project scope, schedule, cost, quality, communications, risk management, procurement, government relations, and contract negotiations
- Consistently achieve, and exceed, target IRR and realized equity proceeds goals
- Led the development process for 27 Walmart Neighborhood Market projects nationwide
- Oversaw development of Legacy Square, a 42-acre multi-use site, including a 186,000 sq foot Walmart Supercenter and 140,000 sq ft of retail space with LA Fitness as the anchor tenant
- Developed Village of Leesburg, a \$271M retail, office, and multi-family development

*Director of Development*

*2005 – 2008*

- Based on business development success and achieving financial targets in the Central division, despite a challenging macroeconomic environment, promoted to lead the firm's four regional partners
- Expanded knowledge of financial analysis and value engineering in decision making
- Steered the company's transition from build-to-suit clients to shopping centers and mixed-use properties
- Recognized with Top Producer Award, 2004-2008, as well as President's Award

*Senior Development Manager*

*1998 – 2005*

- Handled oversight of development projects throughout the U.S. developing expertise in real estate acquisitions, management of budgets and schedules, client/tenant relations, and cost and budget analysis
- Negotiated leases and coordinated with architects and engineers to design the site of multimillion-dollar large client build-to-suits
- Promoted to Director of Development

## ADDITIONAL EXPERIENCE

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Regional Property Manager, Cottonwood Partners, Dallas, TX

Property Manager, Koll Property Management, Dallas, TX

Property Manager, Prentiss Properties, Dallas, TX

## EDUCATION

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**Southern Methodist University**

**Dallas, TX**

Bachelor of Arts, Economics