

**DESHEA D. AGEE**  
2160 North 35<sup>th</sup> Street  
Milwaukee, WI 53208  
(414) 234-7450  
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**OBJECTIVE**

Motivated professional seeking a position in the real estate industry

**REAL ESTATE INTERESTS**

Development, Management, Leasing

**TECHNICAL SKILLS**

Excel, PowerPoint, Microsoft Word, Publisher

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**PROFESSIONAL EXPERIENCE**

**Pabst Farms Development Inc.**

July 2005 – July 2006

*Awarded a one-year internship through Marquette University's Associates In Commercial Real Estate program*

- Provided administrative support to project managers including timeline reviews and on-site inspections
- Reviewed plans and specifications for commercial projects
- Administered Homeowners' Association activities including budget, collections and meetings
- Coordinated tenant build-out for retail space
- Prepared financial and operational reports in Excel, utilizing formulas and various spreadsheet features

**Creative Marketing Resources**

Feb 2005 – July 2005

*Business Development Manager*

- Prepared RFP responses that secured contracts with the Dept. of Public Works and Milwaukee Fire Department
- Prepared timelines, schedules and budgets for marketing and public relations campaigns
- Developed and presented PowerPoint presentations alongside the Principal of the agency
- Initiated "cold calls" to secure new business for the agency

**Milwaukee Radio Alliance**

Aug 1999 - Feb 2005

*AM Stereo 1290 WMCS Senior Account Executive, CRMC*

- Generated revenue through "cold calling" and utilizing the power of radio to sell client products and services
- Increased revenue through new business development (20% revenue increase 2001 over 2000)
- Assisted management and owners in developing a 5-year strategic plan for its three radio properties
- Developed and executed "on-air", on premise and off premise promotions for clients including Anheuser Busch
- Developed advertising proposals for the Sales Department to utilize to secure new clients and repeat business
- Trained new hires in radio advertising sales and copywriting

**Milwaukee Journal Sentinel**

1997 – Aug 1999

*Retention Sales Specialist*

- Assisted in maintaining and increasing the circulation of the daily and Sunday Milwaukee Journal Sentinel
  - Retained an average of 300 subscribers per month over a 12-month period
  - Increased revenue in the Circulation Department by surpassing goals 26 out of 26 weeks
  - Served as Team Leader and assistant to the Retention Sales Manager
  - Trained new Retention Sales hires in telemarketing and collections
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**ACCREDITATIONS AND LEADERSHIP ROLES**

- Marquette University High School Alumni Committee, 2006
  - Hoops with Hope - Board Member, 2005
  - Marquette University Ethnic Alumni Association - Board Secretary, 1999 - 2004
  - Franklin Covey - "7 Habits of Highly Effective People" Training Seminar Participant, 2002
  - Certified Radio Marketing Consultant (CRMC), 2001
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**EDUCATION**

**Marquette University**

College of Business Administration, Bachelor of Science

May 1999

**Marquette University**

Associates in Commercial Real Estate (ACRE) Program, Graduate

April 2005

**Licensed Wisconsin Real Estate Broker**

June 2006

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REFERENCES AVAILABLE UPON REQUEST