



# ANDREAS V. KISSAL

Managing Partner

## *BUSINESS DEVELOPMENT*

Structure Products

Increase Market Share

Create Market Positioning and Materials

Recognize Market Opportunities

Sell Concepts/Products To Create Pipeline

Close and Manage Transactions

## ACTIVE INTERNATIONAL

Senior Vice President, Real Estate

- ✓ Re-positioned commercial real estate business to better meet the needs of clients, resulting in \$400+MM in transactions with 50+ properties in 5 countries and a \$60MM revenue contribution.
- ✓ Created global infra-structure to value, complete due diligence, acquire and sell/lease commercial real estate.
- ✓ Risk managed all acquired properties including those with open, unresolved environmental issues.
- ✓ Created and managed marketing awareness campaign to more effectively position commercial real capabilities with prospects and clients.

## CS FIRST BOSTON

President, First Boston Capital Group

- ✓ Co-founded and developed Shelternet, the first application of technology for national residential mortgage originations.
- ✓ Marketed concept leading to a partnership with First Boston to integrate Shelternet with their residential mortgage-backed securities trading desk; created significant national market share resulting in annual volume of \$1.2+B from 200+ institutional participants and annual revenues in excess of \$15MM.  
Managed staff of 120.
- ✓ Managed national marketing campaign resulting in broad national media exposure, including:
  - CBS Morning and Evening News
  - Fortune
  - Forbes
  - American Banker
  - Wall Street Journal; NY Times and numerous regional and local newspapers

Active International (the leading international trading company)

Senior Vice President – Real Estate

1993 to 2010

- ✓ Structure transactions, acquire and sell/lease all types of commercial real estate, including pricing models and property valuations
- ✓ Manage property appropriate infra-structure including brokers, attorneys, environmental consultants and remediation firms, surveyors, title companies etc.
- ✓ Representative Transactions:
  - Colgate-Palmolive Company
  - Ford Motor Company
  - Whirlpool Corporation
  - Home Depot
  - The Kroger Company
  - Universal Music Group
  - Jeld-Wen
  - The Pittston Company

Citicorp Real Estate/Citibank, n.a.

Vice President - Real Estate, Mortgage-Backed Securities

1989 to 1993

Design strategies to reduce the \$20 billion commercial real estate portfolio; evaluate new product opportunities marketed by third parties to Citibank. Structure transactions, including pricing and valuations, with investors, sureties and rating agencies.

Bankers Asset Exchange

Founder and President

1986 to 1989

Founded with AT&T a technology- based market for community banks to originate residential and commercial mortgage assets for distribution to various institutional investors.

The First Boston Capital Group, Inc

Co-Founder and President

1981 to 1986

- ✓ Created widespread market acceptance for a start-up resulting in 120 mortgage originators with over 1200 offices with financing supplied by approximately 75 mortgage investors, including first Boston's mortgage-backed securities trading desk.
- ✓ Created trading revenues without traditional credit and interest rate risks; \$7 million in trading revenues in first year; \$12 million in second.
- ✓ Managed average pipeline of \$150 million.

Evans Financial Corp. (Wholesale Mortgage Banking)

Executive Vice President

1977 to 1981

Structured and sold over \$500 Million in mortgage-backed securities including the industry's first private placement.

Mortgage Guaranty Insurance Corp (Private Residential Mortgage Insurer)

Vice President

1972 to 1976

Federal National Mortgage Association

Vice President

1969 to 1972