

ANNE

SHOEMAKER

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Education & Honors

MSc, Specialization in e-Commerce
Luleå University of Technology
Norbotten, Sweden

Bachelor of Science
Wayne Calloway School of Business &
Accountancy
Wake Forest University
Winston-Salem, NC

2013

Graduate

CCIM Designation Curriculum
CCIM Institute

Completed 160 hours of coursework on
topics of Financial Analysis, Market Analysis, User
Decision Analysis, and Investment Analysis for
Commercial Real Estate

2004-2007

Graduate

Institute for Organization Management
U.S. Chamber of Commerce

2006

Winner

Banff Centre Scholarship for
Emerging Leaders

American Society of
Association Executives and the
Canadian Tourism Commission

Community Leadership

Elder: First Presbyterian Church, Greensboro

Leader: Onward! Greensboro

Volunteer: Wake Forest University Executive
Mentors Program

Captain: Two-time captain and MVP of WFU
Women's Soccer Team; graduated as
all-time record- holder in points, assists,
goals scored, games started and
games played

Character Traits

Myers-Briggs Type Indicator: ISTJ

Strengths Finder 2.0: Relator, Intellection, Learner,
Responsibility, Futuristic

Strength Deployment Indicator (SDI):
Analytic-Autonomizing Motivational Value System

DISC: High C (Cautious)

Craft Personality Questionnaire (CPQ), TTI
Success Insights, Oxford Learning Aptitude
Survey: available upon request

Enneagram: Seven

Blue Ridge Companies, High Point, NC (Aug. 2012 – present)

Development, construction and property management firm focusing on multi-family housing in the Southeast.

Development Manager (Jan. 2016 – present)

Manage project due diligence, site evaluation, purchase contract matters, and entitlement process for land purchase and development. Liaise with governmental bodies and regulatory agencies, attorneys, engineers and consultants on all aspects of project management.

General Manager, Summerfield Farms (Aug. 2012 – Dec. 2015)

Manage the simultaneous incubation and marketplace introduction of four business units that together comprise one start-up business.

- Recruit team members and offer operational guidance, visioning, and leadership
- Develop profitable and sustainable business models within each business unit
- Demonstrate goal alignment and lead the development of a cohesive branding strategy
- Business units represent retail, hospitality, tourism, and agricultural industries

Functional areas under supervision include: product and business model research and development, cost and profitability analysis, contract negotiation, personnel management, strategic planning, development of operational and quality control protocols and processes, merchandising, marketing and sales strategy and execution, inventory management, accounting and human resources policy and procedure development, monitoring of state and federal regulations, and supply chain management and logistics.

North Carolina Realtors, Greensboro, NC (Dec. 2003 - Aug. 2012)

North Carolina's largest trade association, NC Realtors is dedicated to providing opportunities and resources that aid its 45,000 members statewide.

Chief Operating Officer (Aug. 2008 – Aug. 2012)

Establish productivity improvements that consistently strengthen performance versus the bottom line.

- Leader in the development and execution of financial strategies that maintained organizational profitability despite a down economy and a 32% decrease in organizational revenue during 2008-2011
- 186% increase in program revenues and 308% increase in net profits bet. 2003-12 while Executive Director of NCAR Service Corporation despite a down economy and decline in membership

Functional areas of management involve human resources, strategic initiative management, operational risk management/consultation, and new business development.

- Managed all aspects of 15 staff transitions over the course of a 12 month period (recruiting, interviewing, hiring, layoffs, lateral moves, and separations) in 2011-2012

Director of Marketing and Business Development (Sept. 2005 – Aug. 2008)

- 20% increase in revenue in year one of management; 26% increase in year two
- Identified and oversaw the implementation of organizational marketing goals, budget, and strategy
- Oversaw complete organizational re-branding from concept to completion: development of a new logo and brand and implementation of the new brand in organization-wide materials and website

Executive Director, NCAR Service Corporation (Dec. 2003 – Sept. 2005)

- Speaker at various venues across North Carolina before audiences of 25 – 250 people
- Negotiated contracts with partners and provided guidance to board of directors