

## GRANT FISCHESSE

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### CORE COMPETENCIES

Salesforce Admin & Dev Web Scraping Commercial Real Estate	SCRUM Master SLDC & Agile Passionate Learner
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### PROFESSIONAL EXPERIENCE

#### Bellwether Enterprise - Cleveland, Ohio

December 2018 - April 2020

A commercial real estate mortgage banking company headquartered in Cleveland, Ohio. They employ over 330+ people across 29 offices with ~\$8B in originations and \$26B in loan servicing AUM.

#### SALESFORCE ADMINISTRATOR

- Salesforce 'Re-Org' to a brand new Org with a complex ERD design accommodating loan origination and servicing edge cases. Transitioning all legacy code, data, and SF solutions (APEX, Process Builder, Flow, Workflows, Approvals) while reformatting to the new ERD
- Helped build out and hire an internal business IT team assisting in the transition from a previously external team. We grew the team from 6 to 20+ while delivering extreme value to the business
- Led the Marketo implementation/integration with Salesforce and Marketo MSI (Marketing Sales Insight) to serve cross department teams; Created efficiencies in communication between Sales & Marketing while making Salesforce the system of record for Marketing campaigns.
- Salesforce Mobile discovery, end user use cases, and roll out to ~65% of the organization to assist customer-facing roles
- Nintex DocGen implementation to create massive efficiencies in document (Excel & Word) generation; substantial time savings while increasing platform adoption with 15+ custom packages
- Led, planned, and executed 'Administrative Forms' with a cross-functional team that digitized the process of employees requesting approval for various expenditures like training, conferences, marketing, and general reimbursements. Utilizing custom Flow sharing, process builder, global actions, permission sets, and page layouts
- Implemented and utilized RingLead for deep data cleanup of 10,000+ records and proactive duplicate prevention
- Utilized wide array of tools to manage projects and ensure data integrity including RingLead, SpringCM, JIRA, Confluence, Rally, WorkBench, VS Code, Dev Console, Sandboxes, DLSR, VS Code, DataLoader, Xappex XL-Connector, and others

#### Rosewood Realty Group - NYC, New York

January 2017 - December 2018

A commercial real estate investment sales company that closed over \$3B/year in transactions with only 15 employees and 4<sup>th</sup> largest deal volume in NYC while competing against much larger firms.

#### SALESFORCE JUNIOR DEVELOPER / JUNIOR BROKER

- Closed ~\$141,000,000 in transactions, over five properties in Manhattan and the Bronx. On a two-person team that showed over \$700,000,000 in RE while highlighting value-add opportunities to clients

- Created and rolled out a custom Salesforce application designed to streamline the investment sales brokerage process and facilitate closed deals. MapAnything, Ebsta, and Outlook integrations.
- Coded custom Python web scrapers designed to find commercial real estate companies resulting in 10,000+ leads interested in purchasing property
- Created a machine learning regression model that was trained on public NYC property data in order to assign a predicted price to all 50,000+ commercial properties
- Conducted market analysis, comprehensive underwriting, business plan creation, and initial site selection for a \$35M Kosher Food Hall
- Hired and managed two junior brokers while providing them leads through the [Salesforce.com](https://www.salesforce.com) platform

## **Key Realty - Cincinnati, Ohio**

**February 2016 – December 2016**

A residential real estate brokerage based in the mid-west with 600+ agents.

### *REAL ESTATE AGENT*

- Created and effectively ran Google PPC AdWords campaigns and Facebook Ad Campaigns for team lead generation and as a seller listing service resulting in ~\$270,000 in closed transactions
- Provided rehab analysis, coordination, advice, and secured properties for out of state investors
- Submitted ~90 contracts for an institutional investor in a two-month period
- Closed multiple properties while balancing a full college workload

## **Education**

University of Cincinnati, Carl H. Lindner College of Business, BBA in Real Estate

**2013 - 2017**

## **Professional Affiliations**

### **Urban Land Institute**

**2018 - Present**

- On the planning committee for Membership, Young Leaders, and the Women's Cleveland groups.
- Completed a membership data analysis project to advise leadership of trends & demographic diversity

### **University of Cincinnati Alliance - Director of Operations**

**2014 - 2015**

- Helped plan, direct, and run meetings of approximately 40 students every week
- Assisted with the development and execution of a student diversity campaign that included over 600 participants

## **Certifications**

- Certified Salesforce Administrator, License Number 18998607
- Certified SCRUM Master
- Working towards Salesforce Platform App Builder certification

## **Technology**

Salesforce, Office, Python, R, UI Path, Marketo, JIRA, SpringCM, DataLoader, SmartSheet, MapAnything, Yardi, Geocoding (GIS), Website Design, Google Analytics, Amazon Web Services (S3, EC2, Lambdas)