

JaQuis McCullough

Winter Haven, FL | (863) 651-2139 | mccullough.jaquis@gmail.com

Education and skills

University of Florida | Bachelor of Science – Economics 2009 | Concentration: Marketing and Management
Real Estate Broker Georgia 2019 | Florida 2020

About Me

I'm a forward thinking and creative professional who thrives in challenging environments and seeks opportunities that allow me to assist in the development of local communities. It is my belief that it is critical to our local, state, and national economies, that municipalities be very intentional in the economic development, workforce education, and commercial real estate development of its local communities to maintain diverse and thriving neighborhoods and cities.

Experience

Baker Tilly | Open Access Fellow | Lakeland, FL | January 2021 - Present

- Analyze New Market Tax Credit client files to draft documentation for closings.
- Creatively support the NMTC program by identifying solutions, offer ideas for improved systems, and complete special projects as needed and assigned.
- Participate in regular product knowledge presentations and seminars, both internally and externally.

Traviss Technical College | Teacher – Business Ed. | Lakeland, FL | August 2018- Present

- Train students in Microsoft Office Excel, PowerPoint, Access, Outlook and Word to obtain MOS Specialist and Expert level certifications.
- Use a multi-modal approach to create a stimulating learning environment that supports students in meeting success metrics and sustains learning throughout the class.
- 89% pass rate on Microsoft Office Specialist and QuickBooks certifications exams.

Polk State College | Faculty - Upward Bound | Winter Haven, FL | June 2018 – August 2020

- STEM Instructor for high school students using multi-modal program delivery combining remote learning group instruction, labs and instructor-led training.
- Used GoPiGo to introduce Robotics and block-based coding in Python.

Virtual Properties Realty | Realtor | Atlanta, GA | March 2016 – present

- Establish relationships with developers, owners and users of commercial real estate.
- Research local market for value and comparable pricing and negotiate on behalf of the client.
- Develop specialized expertise in Multifamily and Mixed-Use spaces through self-directed training and development.

Worldpay | HR Generalist | Atlanta, GA | December 2015 – March 2018

- Created the *Product Manager Training Program* for all newly hired Product Managers for the technology team. Planned and outlined the curriculum and collaborated with Directors, VP's and SVP's to identify desired attributes of candidates.
- Led the transition of the HR department to a cloud-based records management system.
- *Recognized by CEO for Best Team Collaboration for piloting the Product Manager Training program.*

Northwestern Mutual | Financial Representative | Orlando, FL | February 2014 – June 2015

- Responsible for modeling financial data; and structuring investment, retirement, and group benefits options for small business owners.
- Created a book of business through target marketing and completing 40 calls per day and setting five appointments daily to increase the number of clients and business generated.

Black Business Investment Fund | Small Business Development/Lender | Orlando, FL | November 2012 – February 2014

- Attended trade shows, county, and state meetings to develop business relationships.
- Increased contract financing loan participation by 150% through business development initiatives: networking, open-houses, and technical training.
- Inform and positively influence loan committee decisions through loan file presentations, resulting in small business loan approvals.

Target | Executive Team Leader | Orlando, FL | January 2012 – October 2012

- Managed four departments and two restaurants - 6 Supervisors and 47 team members.
- Staffed all departments and increased headcount by 27% to meet business and service needs of the department.
- Increased guest satisfaction by 3%, resulting in increased sales by 2.3%.
- Increased overall department shopping experience from 71% to 79.8%.

Organizations

Project REAP | ULI/REAP Academy Program Fellow | Fall 2020

- I participated in the Real Estate Associate Program where I learned of the various disciplines within Commercial Real Estate, participated in case study assignments, and networked with senior practitioners within the industry.

Florence Villa CRA Advisory Committee | Committee Member | 2020 – Present

- As a committee member, I advise and submit recommendations for economic development, real estate development, and Affordable Housing initiatives and improvements within the Florence Villa Core Improvement area to the CRA Board for approval.

Central Florida Regional Planning Commission | Community Stakeholder | 2020 - Present

- Serve as a community stakeholder to the City of Winter Haven and Central Florida Regional Planning Commission on economic development, housing, and workforce education and planning within the Florence Villa community.

Northeast Winter Haven Neighborhood Association | Secretary | 2018 – Present

- The association Advocates on behalf of the residents of the community with county officials to improve infrastructure and affordable housing options.

National Coalition of 100 Black Women, Inc. | Trainer and Committee Chair | 2019 – Present

- Trainer for the Everyone can Code Program and Leadership Development Committee Chair.
- The Mission of our organization is to advocate on behalf of Black women and girls in the areas of education, health, economic development and public policy.

Achievements

Built x Women 2017 | Tech Square Labs: program designed to promote entrepreneurship amongst Women through pairing non-technical women with a technical woman to build mobile apps.

Fintech-Retail Hackathon 2017 | ATDC: weekend technology event designed to create Native Language Processing technology products in 48 hours.