



Key Personnel

EDUCATION

- Bachelor of Science in Marketing/Management, Miami University, Oxford, Ohio

AFFILIATIONS

- International Facilities Management Association (IFMA)
- Junior Chamber (Jaycees)

INDUSTRY RELATED EXPERIENCE

- Property Management
- Asset Management
- Facility Management
- Project Management
- Development

CAROL SMITH

Vice President

Carol Smith has over 10 years of real estate and facilities management experience with strengths in energy management, project management, contract negotiation, budget administration, process improvement and development.

Carol currently serves as Vice President for IRG Realty Advisors, overseeing the Facility Management Division with revenues in excess of \$500,000.00. She is charged with the overall business development plan for this center to include adding additional revenue streams annually, managing and leading a diverse staff and implementing best practices for the department. In addition she also works portfolio wide leading a team to develop and implement policies and procedures for the corporation. Additionally, she is serving as the East End, Hoover District, and Hall of Fame Village Development Project Manager overseeing multiple consultants, contractors and teams and overall project budgets of over \$700M.

CAREER OVERVIEW

Prior to her role as Vice President, Carol was a Senior Property Manager for IRGRA where she oversaw commercial properties with over 1M square feet and budgets in excess of \$30M. Our Fortune 500 clients, Lockheed Martin, Eaton and Goodyear benefited from Carol's oversight and leadership. During this time, she drove substantial expense reduction and developed strategic key tenant relationships which led to renewals and additional revenue streams for the client. Additionally, she was instrumental in securing a long term facility management contract with The Goodyear Tire & Rubber Company that has led to additional revenue streams for IRG. Prior to joining IRG Realty Advisors, Carol worked for CIGNA Healthcare for 4 years. She served as Provider Services Team Leader where she was responsible for developing and maintaining multiple provider networks in 3 States, including recruiting, servicing and negotiating. She then moved onto serve as a Contract Manager in the Ohio market.