



Key Personnel

EDUCATION

- Bachelor of Science in Accounting at the University of Akron

CERTIFICATIONS

- Cleveland YWCA – Quest Women’s Leadership Certification

AFFILIATIONS

- Delta Sigma Pi
- Delta Sigma Pi – Theta Kappa Chapter Alumni Mentor
- Commercial Real Estate Women
- Gross Schechter Day School Volunteer Program

REBECCA SMITH

Vice President, Director of Corporate Accounting

Rebecca leads a team that is responsible for the financial reporting, budgeting, and forecasting for IRG Realty Advisors. She and her team work in conjunction with IRG Realty Advisors’ service line leaders to determine and achieve strategic goals that create efficiencies, opportunities and greater financial success for the company and clients. Her ability to leverage her understanding of the business’ financials at a granular level and communicate the “stories” the numbers tell in a higher level, initiative-based format is a discussion catalyst that supports discussions with the President, COO/CFO and service line leaders on initiative performance, future services growth, and adjustment to forecast.

Rebecca joined the company in 2004 as the Financial Manager overseeing the Property Accounting Division and was responsible for the accounting, accounts receivable and accounts payable functions for the clients as well as the accounting for the company. Company growth and the need for more robust accounting, budgeting and forecasting led Rebecca to change her focus strictly to the support of IRG Realty Advisors. In 2013 she established robust and detailed reporting by service line, by client and region and also converted the financials to full GAAP Accounting.

CAREER OVERVIEW

Rebecca has 25 years of Accounting and Finance experience within the commercial and residential real estate industries. Prior to joining IRG Realty Advisors, she worked for KeyCorp as a Senior Financial Analyst supporting the Commercial Real Estate (CRE) Department. While in that role, she had many responsibilities, including but not limited to: oversight of the preparation and analysis on a \$240+ Million operating budget; analysis and reporting of quarterly reporting; implementation of INEA Financial Reporting and Analysis Software; real estate benchmarking analysis of KeyCorp costs to industry standards and comparable companies; collaborate with the Corporate Real Estate Division on Strategic Initiatives.

Prior to time with KeyCorp, Rebecca worked for Trammell Crow Company as a Senior Accountant. She also worked for Associated Estates Realty Corp. as a Staff Accountant and Fixed Asset Administrator.