

Anthony R. Agnew

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EXECUTIVE SUMMARY

Strategic leader with expertise in marketing, sales, and business development. Customer-centric professional with over 20 years of experience cultivating relationships and retaining profitable, partnerships and accounts. A visionary executive and strategic problem solver with the keen ability to identifying growth markets and new profit channels. Proven ability to excel in cross functional environments. Innovative leader across corporate, government and community development.

CORE COMPETENCIES

- Business Development
 - Strategic Planning
 - Stakeholder Engagement
 - Marketing
 - Corporate Sales
 - Business Data Analysis
 - Product Development
 - Community Development
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RELEVANT WORK/PROJECT EXPERIENCE

Glue, Inc., Washington, D.C.

January 2020 -

Managing Partners/Consultant

Current

In this leadership role, I demonstrated my ability to drive innovation, foster strategic partnerships, and effect positive change by leveraging cutting-edge technologies in the electric vehicle industry. My commitment to sustainable solutions and cost-effective outcomes has had a lasting impact on the adoption of electric vehicles in urban settings and sets a precedent for sustainable practices in other metropolitan areas.

Key Achievements:

- **Pilot Program Leadership:** Orchestrated the creation of a cutting-edge pilot program in collaboration with the City of Washington, DC, and the electric battery product Inventor. Constructed all aspects of the program, from initial planning to execution.
- **Projected to Retro 40 Electric Vehicles:** Designed a plan to retrofit 40 electric vehicles with the Black Box Module technology, serving as a real-world testing ground for this innovative product. This achievement showcased the technology's viability and potential impact on the electric vehicle industry.
- **Lifetime Value Assessment:** Projected the assessment of the program's impact, which revealed a significant increase in the lifespan of electric vehicle batteries from 5 years to an impressive 10 years. This extended battery life translated into substantial cost savings for vehicle owners, with the average battery replacement cost ranging from \$7,000 to \$10,000.
- **Strategic Savings:** Spearheaded cost-saving initiatives for minimalities and consumers, by promoting the adoption of the Black Box Module technology. The success of this product could result in both short-term and long-term savings, enhancing global sustainability efforts and fiscal responsibility.
- **Environmental Impact:** The product would reduce the carbon footprint and enhance the environmental sustainability by facilitating the transition to electric vehicles with significantly extended battery life.

H Street Community Development Corporation, Washington, D.C.
Senior Asset Manager

*January 2014 -
December 2019*

Dedicated Business Leader with a proven track record of overseeing a \$120 million real estate asset portfolio. Adept at enhancing long-term economic value, implementing asset management policies, and executing strategic projects for optimal returns. Collaborative in managing third-party service providers, monitoring property maintenance, and providing comprehensive financial reporting to the CEO.

- Provided oversight of a \$120 million real estate asset portfolio, optimizing asset performance for long-term economic growth.
- Evaluated the feasibility of asset acquisitions to expand and diversify the portfolio, resulting in increased value.
- Led the development and implementation of asset management policies, systems, and practices to ensure efficient property resource deployment.
- Governed special projects assigned by the CEO and Board Members, including property modifications and tenant communications.
- Managed relationships with third-party service providers, addressing leasing and property management issues for maximum efficiency.
- Analyzed and monitored capital improvements and renovation programs to align with Housing Authorities, CEO, and Board of Directors' objectives.
- Submitted comprehensive monthly, quarterly, and annual financial portfolio reports to the CEO, ensuring transparent and informed decision-making.
- Conducted bi-weekly reviews of the existing portfolio and assessed potential property prospects for strategic growth.
- Collaborated closely with the in-house Real Estate Broker to identify and evaluate potential acquisitions and tenant opportunities.

Progressive Women Healthcare, Atlanta, Georgia
Practice Manager

*January 2002 –
December 2013*

Proven ability to streamline operations, enhance patient care, and establish valuable partnerships within the medical community. Leveraged my expertise in marketing and management to drive growth and excellence in a dynamic organization.

- Managed the day-to-day operations of a private OB/GYN practice, ensuring efficient and patient-centric services.
- Led and supervised a team of 15 employees across three facilities, fostering a collaborative and productive work environment.
- Provided invaluable support as a personal assistant to three physicians and two physician assistants, facilitating smooth daily operations.
- Spearheaded marketing efforts and implemented cost-management healthcare programs, resulting in reduced customer medical costs and enhanced financial stability.
- Cultivated and maintained strong physician relationships, ensuring top-notch patient care and adherence to healthcare program standards.
- Elevated the quality of service by analyzing and optimizing operational procedures, creating a culture of continuous improvement.
- Coordinated ongoing training initiatives to keep staff well-informed about evolving healthcare policies and trends, enhancing service delivery.
- Developed and nurtured critical healthcare alliances with external vendors and physicians, fostering a network of support and collaboration.

- Conducted regular staff meetings, bi-weekly executive sessions, and monthly corporate gatherings to enhance communication and organizational cohesion.

Key Achievements:

- Successfully reduced customer medical costs through the implementation of cost-management healthcare programs.
- Strengthened physician relationships, ensuring exceptional patient care and program compliance.
- Improved operational procedures, leading to a higher standard of service quality.
- Established critical healthcare alliances with external vendors and physicians to enhance practice capabilities

Steed Media Group, Atlanta, Georgia

January 1996 –

Director of Marketing, Sales and Brand Management

December 2001

Demonstrated a record of success in marketing, sales, and brand management, expertise in developing and executing effective media marketing strategies, expanding market presence, and achieving financial objectives. Adept at building strong relationships with media outlets and leveraging presentation skills to enhance brand interaction within diverse markets. Exceled in market analysis and identifying vertical market opportunities.

- Developed and executed comprehensive media marketing strategies, serving as a key liaison with other media outlets, identifying the market's center of influence, and coordinating media distribution.
- Spearheaded the expansion of business operations from a single market to 21 markets across 17 states, resulting in national recognition for the company.
- Consistently met and exceeded monthly, quarterly, and annual financial goals, showcasing a strong ability to drive revenue and financial success.
- Successfully generated revenue and fostered new business growth through advertising sales, and promotional activities, resulting in a strong bottom-line impact.
- Conducted in-depth market analysis, identifying and capitalizing on vertical market opportunities to drive business expansion and diversification.

EDUCATION AND TRAINING

Morehouse College, Atlanta, Georgia

Bachelor of Arts in Banking and Finance

COMMUNITY SERVICE

Washington DC Economic Partnership, *Board Member*

January 2002 - January 2011

Kappa League, *Male Youth Mentoring Program*

Kappa Scholarship Endowment Fund, *Volunteer*