RAMON L. DAY

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CAREER PROFILE

PERSONAL STATEMENT: Active professional able to navigate the private and public spaces. Proven acumen in corporate management experience, community involvement, and high level exposure in the federal legislative process. CAREER OBJECTIVE: Seek a volunteer position in the public policy space where I can utilize my unique combination of private sector management experience, political background, analytical skills and communication abilities.

PERSONAL SKILLS: Microsoft Office applications. Spanish proficiency at the intermediate level.

EDUCATION

Master of Business Administration

The University of Florida

Gainesville, Fl.

Concentration in finance

Bachelor of Arts

Jacksonville University

Jacksonville, Fl.

History major with minor in English

DIRECTLY RELEVANT CAREER EXPERIENCE

Vice President of Acquisitions

Hakimian Holdings, Inc.

Jacksonville, Fl.

Direct the expansion of the real estate portfolio. Advise the CEO on market offerings. Identify acquisition prospects and conduct the preliminary investment analysis to determine the proposed purchase price. Initiate contract discussions and price negotiations. Direct all post-contract due diligence activities with third parties. Serve as liaison with lenders on originations and servicing issues. Direct all Government Affairs related activities. Work with industry peers and trade associations on issues of common interest.

September 2018 to Present

Chief Executive Officer

Floridians Advocating Insurance Reform, Inc.

Jacksonville, Fl.

Directed the operations for administration, development, finance, and research of a non-profit corporation. Floridians Advocating Insurance Reform, Inc. (FAIR) was a research and educational foundation. FAIR developed a direct payment universal health care proposal to amend the Florida State Constitution and provide comprehensive health care to all Floridians. Developed a strategy to attain access to the General Election Ballot.

June 2017 to September 2018

Account Manager

Allstate Dealer Services

Jacksonville, Fl.

Assisted Allstate Dealer Services (ADS) agents with the Allstate Finance & Insurance products platform. Advised the agents on legal constraints of product and pricing options and the impact of various scenarios. Managed the assessment process for new dealership on-boarding. Maintained communication link with Allstate Independent Agents and internal Allstate team members. Served as part of political action team to mobilize corporate initiatives. Reviewed various legislative proposals impacting the industry and its customers.

September 2013 to May 2017

Loan Processor

PHH Mortgage Corporation

Jacksonville, Fl.

Processed residential mortgage loans originating from Merrill Lynch referral sources. Maintained communication link with borrowers and Merrill Lynch contacts. Attended communication sessions with senior management and provided feedback on proposed legislation impacting the residential mortgage industry.

October 2012 to August 2013

Consultant

Day Consulting Group

Jacksonville, Fl.

Directed all aspects of private consulting practice for business clients. Provided direction for operational areas of administration, development, finance, and research for both existing and startup businesses. Provided advise on business environment and legislation impacting business operations.

April 2011 to September 2012

Career Academy Coordinator

Terry Parker High School

Jacksonville, Fl.

Directed the establishment of International Business Career Academy. Coordinated Florida Department of Education and Duval County Public Schools mandated academic requirements to develop course content. Served on a team with the staff of the Jacksonville Chamber of Commerce to implement the initiative. Taught the Career Academy related courses in History, Economics, and Government to participating students.

August 2004 to May 2007

Director of Real Estate

Hakimian Holdings, Inc.

Jacksonville, Fl.

Directed functional aspects of retail real estate investment portfolio. Coordinated management and leasing. Analyzed investment returns of property acquisitions with investment models. Served as Lender Liaison for property financing. Directed Government Affairs activities when proposals impacted property operations. May 2002 to August 2004

Director of Real Estate

Cornerstone Management & Leasing, Inc.

Jacksonville, Fl.

Directed property management and leasing activities, Managed tenant relations. Coordinated lender relations for all real estate development financing. Reviewed construction activities to schedule construction draws from lenders. Monitored development costs and constructed investment models for evaluation of returns. Coordinated the Government Affairs activities when properties were impacted by government actions. July 2000 to May 2002

Loan Officer

Mortgage Source, Inc.

Jacksonville, Fl.

Originated mortgage loans with referrals from realtors and builder site agents. Developed external referrals through targeted prospecting. Addressed approval issues during mortgage processing. Enhanced company website with an interactive prequalification program. Served as Government Affairs contact at NEFBA Sales and Marketing Council events and NEFAR sponsored legislative updates. July 1996 to July 1998

Credit Review Officer

Barnett Banks, Inc.

Jacksonville, Fl.

Performed post-closing quality control review of loan portfolio to determine credit risk through underwriting and documentation analysis. Evaluated credit risk with financial statements & projections, real estate appraisals, and site visits. Served as Barnett People for Better Government (BPBG) PAC team captain. Participated in BPBG fly-in to lobby Members of Congress. August 1991 to January 1996

Regional Director of Community Lending First Union National Bank

Jacksonville, Fl.

Evaluated credit facilities through analysis of financial statements, tax returns, and real estate appraisals. Managed commercial and commercial real estate portfolio for credit risk, profitability, and growth. Coordinated Community Reinvestment Act (CRA) policy matters in North Florida region. Represented the bank before community groups to explain remediation efforts of bank lending initiatives. Represented the bank on Government Affairs Board of Jacksonville Regional Chamber of Commerce. Participated in Federal Issues Task Force fly-in of March of 1990. Served on Government Affairs Board of Florida Bankers Association (FBA) and FBA Issues fly-in of June 1990. Served as division captain for First Union Political Action Committee. February 1990 to March 1991

Credit Review Officer

First Union National Bank

Jacksonville, Fl.

Reviewed credit quality of commercial and real estate loan portfolio and wrote management reports. Performed lending due diligence through detailed financial analysis of financial statements and financial projections. Monitored credit policy compliance and wrote management reports. Served as division captain for First Union Political Action Committee. Represented the bank on Government Affairs Board of Jacksonville Chamber of Commerce. Participated in Federal Issues Task Force fly-in of March 1989. October 1988 to January 1990

Chief of Staff

United States House of Representatives

Washington, D. C.

Served as the senior staff member for U. S. Representative Charles E. Bennett. Directed administrative. legislative. and political aspects of the Washington and Jacksonville offices. Managed a staff of fifteen and an annual budget in excess of \$550,000. Directed member scheduling, all constituent correspondence, and Florida Delegation activities. Coordinated all legislative activities from research to policy proposals and securing passage. Served as political advisor to Mr. Bennett; he was re-elected without opposition in 1988. September 1986 to October 1988

OTHER CAREER EXPERIENCE

Classroom Teacher

The Bolles School

Jacksonville, Fl.

Taught American History, Economics, and American Civil War History courses. Substitute Teacher Kelly Educational Staffing

August 2010 to May 2011

Served as substitute teacher in the absence of the assigned classroom teacher.

Jacksonville, Fl. February 2008 to May 2010

Adjunct Instructor Keiser University Jacksonville, Fl.

Taught American History, Finance, Management, and Marketing courses.

September 2007 to September 2012

Randstad Staffing-Merrill Lynch & Co. Service Associate

Jacksonville, Fl.

Subject matter expert regarding transition of clients into new financial services.

August 2007 to January 2008

LEADERSHIP & COMMUNITY SERVICE

Southeast Citizens Planning Advisory Committee, 2019 Jacksonville University Alumni Association, Since 2013 City of Jacksonville Economic Summit, Delegate, 1998 City of Jacksonville, TRUE Commission, 1988 - 1990

University of Florida Alumni Association, Since 2013 Government Affairs Board-Chamber of Commerce, 1988-90 Leadership Jacksonville, Class of 1990

Jacksonville Commission on Children and Youth, 1990-1991 Jacksonville Charter Revision Commission, 1973

President, University of Florida MBA Association, 1980-81