



DARREN E. SQUIRES

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OBJECTIVE:

Help buyers and sellers of small to medium sized businesses meet their life goals. Ultimate achievement would be to help a buyer or seller fully understand the market value of a business, the implications of potential deal structures, and how a deal is going to meet their goals. Additionally, transactions would fully utilize my abilities to find creative solutions, keep all parties focused on the goal, and make complex transaction seem simple and smooth.

PROFESSIONAL PROFILE:

- **Summary** - Executive level professional excelling in a broad range of roles with 17 years experience, (the last 2 years as a business transfer specialist).
- **Management** - Leadership skills include concurrent management of multiple departments totaling 200+ employees.
- **Marketing** - Identification of new business prospects/opportunities as well as maintaining/enhancing existing client relationships.
- **Communications** - Multi-project time management, organizational skills and effective oral/written communications.
- **Financial Analysis** - Strong in all aspects of financial statements and cash flow analysis, comparative financial and industry analysis, as well as deal and debt structuring.
- **Computer Skills** - Highly proficient in the use of standard PC software/hardware including statistical analysis.

PROFESSIONAL EXPERIENCE:

Murphy Business & Financial - *Business Broker/Intermediary* - Addison, Texas (October 2006 - Present)

Murphy Business & Financial (MBF) is one of the largest and fastest growing business brokerages with over 300 brokers in the United States and Internationally. MBF handles small to medium business sales, M & A transactions, Franchise Sales, Commercial Real Estate, Business Valuations, and Machinery & Equipment Appraisals.

- Identify and market to business owners within N.E. Tarrant County.
- "As Is Assessments" of existing companies, including review of financials, operations, equipment, real estate and competitive market analysis.
- Prepare Brokers Opinion of Value and assist in the preparation of Licensed Business Appraisals.
- Coordinate valuations of real estate and equipment.
- Prepare and implement marketing campaigns for the sale of businesses.
- Prepare Offering Memorandums.
- Manage the negotiations and due diligence process involved in the purchase of a business.
- Source and manage the financing process for purchase of businesses.
- Manage/review the preparation of legal documents for transfer of ownership of business/assets.

Geneva Real Estate and Financial - *Mortgage & Real Estate Broker* - Colleyville, Texas (January 2002 – June 2007)

Geneva Real Estate and Financial (GRE) is a mortgage and real estate brokerage providing services in both the residential and commercial industries. Originally focused on residential transactions, GRE grew to serve commercial needs due to the high demand from former clients. GRE has a reputation for creativity, customer service, customer loyalty, and the ability to complete transactions others thought impossible.

- Average year over year revenue growth of 34%.
- Managed or personally handled transactions up to \$17,000,000.
- Implemented and administered company standards and procedures.
- Supervised processing staff including work load, scheduling and quality control.

Point Innovation – *Co-founder/VP-Operations* – Addison, Texas (October 1997 – January 2002)

Point Innovation (formerly PDS Development) provides industrial and mechanical design support to other businesses looking to enhance or out-source the development of new products. Point Innovation provides services from concept sketches to prototypes to manufacturers' drawings to sourcing and managing manufacturing.

- Responsible for all phases of creation and operation of company.
- Created and maintained company policies, benefits, and procedures in accounting, HR, and sales & marketing.
- Designed/prepared business plans and financial projections.
- Quoted/Managed design projects in Aircraft, Medical, Telecommunications and Consumer Product Industries.
- Responsible for the simultaneous management of multiple product development projects from concept to manufacturing.
- Managed, analyzed, summarized and made recommendation on design directions to clients based on market research including field surveys, study groups and prototype testing.

Bristol Management – *Director of Food & Beverage/Operations* – Addison, Texas (January 1992 - October 1997)

Between 1993 and 1997 Bristol Management (formerly Harvey Hotels) grew from 9 to 140 hotels. During this time Bristol Management gained a reputation for exceptional management philosophies and principles, exceeding industry standards in almost all measurable categories.

- Reported directly to GM's on all aspects of Banquet, Restaurant, Bar, Kitchen, Purchasing and Room Service departments.
- Directly responsible for monthly P & L reviews and annual budgets.
- Supervised, trained and evaluated staffing levels and performance.
- Responsible for developing quarterly/annual budgets & goals for managers as well as accountability.
- Developed reputation as turn-around specialist working 6 properties in 3 years.

EDUCATION: **University of Texas at Dallas** - MBA, December 1996
Organizational Behavior & Business Policies and Strategies

The Ohio State University - BS, June 1990
Industrial and Systems Engineering

PROFESSIONAL

ASSOCIATIONS: Licensed Real Estate Broker, Licensed Mortgage Broker, Member of Texas Association of Business Brokers, Grapevine Chamber of Commerce.

PERSONAL

INTERESTS: Running, playing basketball, College and Professional Basketball and Football, and activities within the church including ushering.

REFERENCES: Available upon request.