

ANTHONY J. ROSSI

Las Vegas, NV | (702) 808-3169 | pacificrossi@gmail.com | www.linkedin.com/in/anthony-rossi-29761348/

ACCOMPLISHED GENERAL MANAGER – COMMERCIAL REAL ESTATE

Driving significant results through business insight, strategic planning, and expertise in portfolio management

- Passionate, accomplished, and results-driven commercial real estate professional experienced in the management of flagship properties, including team leadership, multimillion dollar budget administration, capital planning, lease review & negotiation, tenant & vendor relations, hospitality, and public safety.
- Expertise in leading the operations of commercial shopping centers and mixed-use assets; with Jamestown, managed the 2.1 million square foot Ponce City Market and adjacent 80,000 square foot Southern Dairies office property in Atlanta with a team of 22 direct reports.
- A demonstrated record of success establishing cross-divisional relationships and motivating teams to produce unified standards and consistent results and in a series of positions with Jamestown L.P., Regency Centers, The Howard Hughes Corporation, and Westfield Corporation.

AREAS OF EXPERTISE

- *Seasoned Operations Leader and Strategist*
- *Driving Success in Flagship Commercial Assets*
- *Building and Leading Strong Teams*
- *Managing Tenant & Vendor Relationships*
- *Strategic Planning & Organization*
- *Lease Negotiation & Review*
- *Multimillion Dollar Budget Management*
- *Capital Planning & Sustainability Initiatives*

Professional Experience

A demonstrated record of success and achievement, marked by a series of promotions to positions of increased influence, authority, and accountability.

2021 to 2022 • JAMESTOWN | ATLANTA, GA

Jamestown is a design-focused real estate investment and management company with \$13.2B in assets under management. The corporation has a proven history of transforming transform spaces into innovation hubs and community centers.

General Manager – Ponce City Market & Southern Dairies

Fulfills a critical role managing the 2.1 million square foot mixed-use Ponce City Market and adjacent 80,000 square foot Southern Dairies office property in Atlanta. Ponce City Market includes retail, food hall, office, residential, event space, and a concert/performance venue. Effectively managed a team of up to 22 direct reports and a total headcount of 230.

- *Outstanding results, reducing past due accounts receivable by 73% in the first 90 days.*
- *Credited with restoring stability during a highly volatile environment during a \$500M recapitalization.*
- *Managed a \$2M RFP to implement a major technology upgrade for parking guidance systems.*

2020 to 2021 • REGENCY CENTERS | BAY AREA, CA

Regency Centers is a national owner, operator, and developer of shopping centers located in affluent and densely populated trade areas.

General Manager – Serramonte Center, The Pruneyard, & Potrero Center

Hired to oversee a portfolio of commercial properties that included Serramonte Center, The Pruneyard, and Potrero Center, with hundreds of tenants throughout the Northern California Bay Area. Supervised nine direct reports and a total team of 100 while administering expense accounts of \$20M.

ANTHONY J. ROSSI

Smyrna, GA | (702) 808-3169 | pacificrossi@gmail.com | www.linkedin.com/in/anthony-rossi-29761348/

- *Navigated all properties through the challenges of the COVID pandemic and multiple lockdowns, working with individual tenants to negotiate rent relief packages to enable businesses to remain open. Maintained a 95% retention rate for the 1.14 million square foot Serramonte Center.*

2018 to 2020 • THE HOWARD HUGHES CORPORATION | LAS VEGAS, NV

The Howard Hughes Corporation owns, manages, and develops commercial, residential, and mixed-use real estate throughout the nation.

General Manager – Downtown Summerlin

Managed operations of the 1.2 million square foot mixed-use Downtown Summerlin property in Las Vegas, which includes retail, outdoor event space, 200,000 square feet of Class A office space, and 25,000 square feet of Class B office space. Scope of accountability included budgeting, forecasting, capital expenditures, contract administration, retailer relations, annual budgeting, and business planning.

- *Entrusted with the hiring and supervision of the operations team and outside vendors providing concierge, security, janitorial, landscaping, and valet services. Supervised 12 direct reports and a \$12M expense budget.*
- *Navigated Downtown Summerlin to set new records with 20 million visitors and \$400M in sales in 2019, coupled with all-time high scores in guest satisfaction and retailer satisfaction with management.*
- *Partnered with the Las Vegas Metropolitan Police Department to formulate the property's first formal disaster response scenario and launched the Retailer Crime and Safety Town Hall, providing processes that substantially lowered the volume of retail theft.*
- *Bolstered the guest experience and accessibility through the execution of \$2M in capital improvements and upgrades, including a \$200,000 project to create a Pickup / Dropoff zone that improved safety and safeguarded the health and welfare of shoppers.*

2012 to 2018 • WESTFIELD CORPORATION | BAY AREA, CA

Westfield Corporation is a developer of shopping centers, with teams in the United States, United Kingdom, Europe, and Australia.

General Manager – Oakridge Mall, Valley Fair, San Francisco Centre, & Galleria at Roseville

Effectively managed the operations of four shopping center properties in the Northwest in consecutive assignments, maintaining accountability for tenant relations, annual budgets, expense forecasts, capital expenditures, lease revenue, management income, and relationships with city officials. Produced annual net operating income ranging from \$28M to \$50M, managing Oakridge Mall, Valley Fair, San Francisco Centre, and Galleria at Roseville.

- *Directed all facets of operations for four assets that included super regional and world-class shopping centers with up to 2.2 million square feet.*
- *Led the hiring, onboarding, training, and continued supervision of cross-divisional teams.*
- *Assumed a lead role developing business plans while managing contracts. Served as a representative of the asset team in all legal matters.*
- *Spearheaded negotiations and facilitated the installation of a 5-story mural in the Historic Mission District of San Francisco by an award-winning international street artist.*
- *Orchestrated a project and led a team in the development of Bespoke, a co-working space at San Francisco Centre.*

Additional & Early Career

Principal / Owner, OSI Consulting of Nevada

National Accounts Manager, Solution Pro

Store Manager, DeVons Jewelers

ANTHONY J. ROSSI

Smyrna, GA | (702) 808-3169 | pacificrossi@gmail.com | www.linkedin.com/in/anthony-rossi-29761348/

Education & Professional Development

UNIVERSITY OF NEVADA LAS VEGAS (2023 COMPLETION)
Executive Master of Hospitality Administration

UNIVERSITY OF THE PACIFIC
Bachelor of Arts in Communication

LEAP LEADERSHIP
Executive Leadership Coaching

Professional Affiliations

OLD FOURTH WARD BUSINESS ASSOCIATION – *Board of Directors*, Atlanta, GA (2021-2022)

VEGAS INC – *40 Under 40*, Las Vegas, NV (2020)

VEGAS CHAMBER LEADERSHIP FOUNDATION – *Access Las Vegas*, Las Vegas, NV (2019)

YERBA BUENA ALLIANCE – *Board of Directors*, San Francisco, CA (2015-2017)