

Bryan Eastman

EXPERIENCE

Innovative Equity Corporation, 2004 - Present

President

- Facilitated sale of 82 properties in first 5 years of business
- Analyzed more than 2,300 individual homes in the Southeast region
- Orchestrated financing, buyers, sellers, and developers in the purchase of more than \$10,000,000 worth of real estate

IBM Corporation, 2003 - 2004:

Software Account Manager – IBM Software Group

- Grew Mainframe Software business in the Southeast territory by 322% in the first 3 months of 2003.
- Responsible for building new and enhancing existing customer relationships within a 5 state territory.
- Exceeded annual sales goal at 144% of annual quota in 2003.

IBM Corporation, 2000 - 2002:

Advisory Sales Specialist – IBM Learning Services

- Exceeded sales goal at 125% of annual quota in 2002. Exceeded sales goal at 106% of annual quota in 2001.
- Received following awards: Business Unit Executive Award, Executive Choice Award for Excellence and Manager's Award for two consecutive years.
- Selected as sales lead in an affinity process-driven think tank to develop new e-learning product line.

EDUCATION

College of Charleston, Charleston, SC, 1995 - 1999

- Bachelor of Science in Business; Minor in Spanish, Minor in International Business; Two years of Mandarin Chinese

University of Seville, Seville, Spain, Spring Semester 1998

ADDITIONAL EDUCATION / EXPERIENCE

- Atlanta Real Estate Group, Founding Member
- Advanced Software Training, Top Gun Software Training, e-Business University
- Advanced Consulting and Negotiating Training
- Fluency in Spanish
- Private Pilot's License with Instrument Rating
- Member, Buckhead Business Association