

## Resume'

# Randal M. Buss

745 SE 45<sup>th</sup> Terrace  
Ocala, FL 34471  
352-817-3860



### Education

Largo High School  
410 Missouri Avenue, Largo FL 33770  
Graduated 1984

University of South Florida  
4202 E Fowler Avenue, Tampa FL 33620  
Graduated 1991  
Bachelor of Science in Mechanical Engineering

### Employment History

01/91 - 08/04  
Management  
Procter and Gamble Products Company  
Georgia, Manchester England, and Pennsylvania

Engineering and Manufacturing Management including capacity increases, domestic and international plant start-up leadership and expansions, management of site construction contractors, and converting/packaging technology and personnel. Plants ranged in size from 350 to 3,000 employees and ran 24 hours, seven days a week.

09/04 - 12/10  
VP Commercial  
Leasing & Sales  
Heritage Management Corp.  
2605 SW 33<sup>rd</sup> Street, Suite 200, Ocala, FL 34471  
352-482-0777

The leading and largest commercial property management company in Ocala, FL and surrounding counties since 1979. I managed a portfolio of commercial income producing properties of all types including office, industrial and retail. Conducted all lease administration and negotiations. Over the years increased company market share by forming a department for non-managed Seller/Landlord Lease & Sale Representation. This evolved into Tenant/Buyer Representation. As the Client base grew more diverse and the market changed, it became necessary to keep the management capabilities within Heritage Management Corp. and create a separate entity with new tools, reach and capability named NAI Heritage.

01/11-Present

Founder/

Business

Director

NAI Heritage, LLC

2605 SW 33<sup>rd</sup> Street, Suite 200, Ocala, FL 34471

352-482-0777

NAI Heritage provides brokerage services to the public and is the alliance brokerage service provider for properties managed by Heritage Management Corp. NAI Heritage is a member firm of NAI Global, a top five global real estate solutions company.

Summary: Solve commercial real estate needs of clients by combining global solutions with local experience. Help buyers, sellers, lessors, and lessees address the problems or opportunities we face today range from acquisition, disposition, portfolio management, and financing. Operate the NAI Heritage business through budgeting, production/sales meetings and staffing.

Grow portfolio of commercial properties for sale and/or lease.

Specialties: Commercial Office Space, Commercial Industrial Space, Commercial Warehousing Space, Commercial Retail Space

### **Honors/Awards/Activities/Credentials**

Past President of Rotary Club of Ocala - Sunset

Rotarian of the Year Award - Ocala Sunset Rotary 2005, 2007, 2008

Presidential Citation Award, Service Above Self Award - Ocala Sunset Rotary Various Years

Business Networking International (BNI) past leadership team

Ocala/Marion County Chamber & Economic Development Member

Ocala/Marion County Board of Realtors Member, Realtor.

### **Hobbies**

- Spending time with my family
- Boating
- Restoring muscle cars