

Gilbert James Bankston

Achievements

- Received 2008 regional operations “Team of the Year”.
 - Received 2008 “Receivables” award for lowest net property receivables.
 - One of 10 employees to be promoted to multi-center General Manager.
 - Was one of the top five centers for energy reduction .
 - Orchestrated the completion and grand-opening of a 95,000 sq. ft. lifestyle center.
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Experience

- 05/10- Present** **General Growth Properties** Altamonte Springs, FL
General Manager; Altamonte Mall, Oviedo Marketplace
Currently performing General Manager duties at Altamonte Mall and Oviedo Marketplace.
- 12/06-05/10** **General Growth Properties** Lakeland, FL
General Manager; Lakeland Square Mall, Eagle Ridge Mall
Performed General Manager duties at Lakeland Square Mall and Eagle Ridge Mall. Accomplishments include:
- Promoted to perform GM role at two properties in Central Florida as part of pilot program.
 - Continue to reduce year over year CAM costs by 8%.
 - Reduced Lakeland Square’s energy consumption by over 30% without sacrificing comfort or security.
 - Consistently controlled accounts receivable to 1% of (net) total billed.
- 07/06-12/06** **General Growth Properties** Bridgewater, NJ
Interim General Manager; Bridgewater Commons
Performed General Manager duties during a transition period at high profile center located in Central New Jersey.
- Resumed daily tasks associated with the General Growth Properties General Manager role.
 - Successfully orchestrated the completion and grand-opening of a 95,000 sq. ft. lifestyle center.
- 09/05- 07/06** **General Growth Properties** Woodbridge, NJ
Assistant General Manager; Woodbridge Center
Completed a “Manager-in-Training” program designed to assist the General Manager in the overall operation of the shopping center, including Accounting, preparation of budgets and business plans, team development, prospecting for local and regional tenants. Primary focus was to assist in improving the value of the shopping center by increasing its Net Operating Income with minimal capital invested.
- Successfully accomplished General Growth Properties AGM program.
 - Negotiated several permanent leasing deals within center.
 - Directed Woodbridge Center 2006 Strengths Weakness Opportunities and Threats (S.W.O.T) analysis.
- 12/04-9/05** **Pyramid Management Group** Middletown, NY
Director of Operations; Galleria at Crystal Run
Directed the day-to-day operations of a 1.1 million square foot super regional shopping center. Coordinated and managed the maintenance and housekeeping for a clean, safe and secure center. Implement motivational strategies for mall workforce. Responsibilities and accomplishments include:
- Reduced common area electrical usage by 33%.
 - Managed \$4,000,000 CAM Budget.
 - Bided and awarded scopes of work for tenant relocations, Landlord work for new tenants, capital improvement projects, HVAC, elevators/escalators, fire alarm, sprinkler, snow removal, and landscape.
 - Negotiated snow removal contract to save over \$35,000 in 2005.
 - Maintained positive relations with town, county, and state officials.

09/03-12/04 Pyramid Management Group
Director of Operations; Berkshire Mall Lanesborough, MA
Administrate all aspects of operations for a 700,000 square foot regional shopping center.

- Designed and implemented new pre-construction manual.
- Instrumental in the redesign of facilities domestic water pump-station under-budget.
- Simultaneously coordinated multiple construction projects to ensure on time delivery while maintaining budget parameters.
- Restructured and maintained a facility budget to ensure highest quality at lowest possible cost.
- Maintained positive communication with Tenant Coordinator to resolve Landlord/ Tenant issues.
- Responsible for utilities and energy management.
- Researched leases to ensure Tenant and Landlord compliance.
- Reviewed insurance certificates for proper requirements.

05/03-09/03 Pyramid Management Group
Specialty Leasing Operations; Palisades Center W. Nyack, NY
Responsible for the coordination of the Palisades Center Specialty Leasing Operations Department. Objectives included maximizing income potential while maintaining positive tenant relations. Accomplishments and responsibilities include:

- Negotiated most storage deals in four months while increasing income.
- Coordinated and budgeted specialty leasing construction projects to maximize income potential.
- Coordinated with Town building department to obtain specialty tenant occupancy permits.
- Designed and implementing Palisades Center specialty leasing rules and regulations handbook.

Education

January 2003 Ramapo College of New Jersey Mahwah, NJ
BA, Communication Arts/ Business Management

- Relevant coursework included: Organizational Communication, Principles of Contemporary Arts Management, Business and Society, Political Science.

Skills

- Completed ICSC Management I and II Professional Development courses.
- Completed General Growth Properties Local Leasing and Emerging Manager courses.
- Successfully completed numerous continuing education programs including many business and entrepreneurship courses.