

ADAM M. STERN

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With over 20 years of extensive experience in property management, I am a results-oriented executive specializing in operational efficiency, team development, and business growth. I have a proven track record of managing large-scale property portfolios, leading high-performing teams, and driving performance improvements. Throughout my career, I have fostered collaborative relationships, optimized property operations, and consistently enhanced tenant satisfaction. Recognized for my strategic thinking and exceptional communication skills, I am dedicated to delivering innovative solutions, building strong client relationships, and maximizing profitability. My focus is on driving long-term success by implementing strategies that ensure sustainable growth and operational excellence.

CORE COMPETENCIES

Property Management
Operational Efficiency
Portfolio & Project Management
Financial Reporting & Budgeting

Team Leadership & Development
Client Relationship Management
Strategic Planning & Business Development
Compliance & Risk Management

PROFESSIONAL EXPERIENCE

Senior Vice President of Management, AKAM

March 2015-July 2024

- Spearheaded the Transition to Private Equity Ownership: Led the successful transition from single ownership to private equity, managing the recapitalization process and ensuring smooth operational and team integration for long-term growth.
- Directed the New York Management Department: Managed a portfolio of 50,000+ units across Cooperatives, Condominiums, and Condops, overseeing 200+ employees and driving operational efficiency, tenant satisfaction, and performance.
- Recruited, Trained, and Mentored Management Professionals: Focused on talent acquisition and team development, providing training and mentorship that fostered a high-performance culture and led to significant employee growth and retention.
- Provided Executive Oversight for 30+ Properties: Oversaw daily operations for 30+ properties, building strong relationships with Boards and acting as the primary point of contact for escalated tenant and resident issues, ensuring client satisfaction.
- Contributed to Business Development and Marketing Strategy: Played a key role in securing new business through client pitch meetings and refining AKAM's marketing strategy, driving business growth and enhancing the company's market position.
- Managed a "Class A" Building Portfolio: Managed operations for six "Class A" buildings (1,257 units), overseeing all day to day operations, budgets, staff, capital projects, and ensuring compliance with policies and labor agreements, while coordinating with SEIU 32BJ workers.

Account Executive, Midboro Management

December 2009 - March 2015

Community Manager, AvalonBay Communities

August 2004 – November 2009

Training Manager, Borders Books

July 2002 – November 2004

EDUCATION:

B.A., History

University of Massachusetts at Amherst, May 2002