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CAREER LADDER

By Alison Stanton

SPECIAL FOR THE REPUBLIC

Who: Jeremiah Foster, 37, is a principal at Resolute Commercial Services LLC, a commercial real-estate and work-out-services company based in Scottsdale. The company's mission is to provide solutions for complicated real-estate ventures. The company was founded in 2008.

Education: Graduated from the University of Arizona in 1995 with a bachelor's degree in engineering.

Starting point: Foster's first job was at 14 working as a busboy at a country club in West Palm Beach, Fla. He said the job helped him learn to



Jeremiah Foster

anticipate the needs of customers and remember their likes and dislikes. After graduating from college, Foster joined a startup company called Electronics Assembly Spe-

cialists International Inc. The firm is now called IGo Inc., and is based in Scottsdale. Foster said the job "was a transformational experience because my seven years of time spent there allowed me to ... build a marketing department and move up to develop and manage a national sales force." Before forming his own company, Foster worked with Insight Land & Investments where he said he closed seven escrows totaling over \$380 million.

He says: "I believe in spending an extra 10 minutes on the phone with people in my business and asking them about their observations, about what is going on — who is doing really well and why? What do you think is happening or going to happen? What else are you seeing out there? With this information I am better able to create a collective intelligence of the market. The philosophy is that if you do that with 10 people,

you assume those 10 people talk to 10 other people and collectively you have the assimilated viewpoint of 100 people. You can talk with more authority ... and (expand in) your area of expertise."

Climbing techniques:

"Hustle and never be afraid to take a risk. My grandfather always used to tell me two things: Opportunity never passes you by, it just goes to the person next to you, and the harder you work the luckier you get."

Aspiring advice:

"What appears to be the new paradigm of commercial real estate requires creativity, gut instinct, and geographical knowledge. I was taught to focus on a product type and/or geography and know it better than anyone else, and then learn to anticipate the needs and concerns of your clients."

Details: 480-947-3321 or www.resolutecommercial.com.