

Max Devorris

60 W 23rd St, New York, NY 10010 • 814-330-4441 • mdevorris@icloud.com

Professional Experience

Blair Image Elements

Altoona, PA (Manhattan, NY Remote)

Vice President - Sales

January 2024 – Present

- Manage National Accounts including: Wawa, Travel Centers of America, Gulf Oil, Pet Supplies Plus
- Lead Debt Originator and Director of Business Development for Blair Companies Real Estate

Conventus Holdings

San Francisco, CA (Manhattan, NY Remote)

Sr. Loan Officer

February 2023 – Present

- Producing manager selling suite of lending products, passed \$60mm annualized loan volume in 7th month
- Hired, trained and managed 4 Loan Officers
- Responsible for sizing & structuring private money loans; Ensured they fit capital providers' guidelines
- Manage brokers, borrowers, transaction coordinators, processors to meet underwriters needs and closings dates
- Source & cultivate broker relationships nationwide to grow lending platforms & introduce our products

Churchill/Patch Lending/Lafayette Real Estate

Los Angeles, CA (Manhattan, NY Remote)

Loan Officer

April 2021 – January 2023

- Lead originator selling single & multifamily bridge, ground up construction, and 1-10-unit DSCR loans
- Exceeded \$35mm in first full year at Patch, which included a 3-month ramp-up period
- Only employee offered Patch position by Lafayette CEO & COO after acquisition, and again after Churchill's

Originations & Underwriting / Asset Management

March 2019 – April 2021

- Lead originator for private equity fund focused on single & multi-family residential bridge loans in key markets
- Calculated final payoff numbers once loans reach maturity; managed workout for all loans during COVID-19

Lending Intern

June 2018 – March 2019

- Managed construction escrow accounts for 300+ properties
- Handling on-boarding of new loans & communication for post-close servicing

Marcus & Millichap

Manhattan, NY

Sales Intern

September 2017 – August 2018

- Performed market analysis, evaluation, appraisal, databasing & client research for \$50M - \$250M commercial/investment projects for the Anton Group under tutelage of the Senior Managing Director
- Utilized *Apto*, *Salesforce*, *CoStar*, *Property Shark* & *Reonomy*

Glimcher Group

Pittsburgh, PA

Real Estate Intern

Summer 2017

- Evaluated new properties with acquisition team & did canvassing for retail tenants with leasing team
- Inspected properties with property management team & assisted with property management systems update

Blair Companies Real Estate

Altoona, PA

Real Estate Intern

Summer 2016

- Assisted *Property Boss* implementation to manage 4 million SF commercial, retail, residential & industrial portfolio

Education/Sports

New York University

New York, NY

B.S. Real Estate

August 2015 – May 2019

- NYU Men's Hockey: Starting forward 2015/2016 for ACHA #1 ranked Northeastern team
- 2011-2015: Shady Side Academy Captain; Mustangs Hockey: A-Captain, 3 State, 2 National Championships