**JOHNNY D. ONKST MBA, CPM, RPA, FMP**

918.519.5035 |johnnyonkst@yahoo.com **|**linkedin.com

Commercial Real Estate Professional with 30+ years-experience in leadership and advisory roles including Construction Management, Facility Management, Organization Development, Business Development

and Financial Analysis.

**CERTIFICATIONS/LICENSES**

FMP CHFM Designation | RPA Designation | CPM Designation | Licensed Real Estate Broker | Stephen R. Covey Trainer

**KEY SKILLS**

Leader of Oklahoma Health Care Engineer - Contract Management | Team Leader in Organization Development

| Financial Analysis |Lead Mergers/Acquisitions | Advanced Negotiator/Mediator| CEM Certified Energy Management

**RECENT EXPERIENCE**

***BOK Financial – (6/2014 -Present)***

***Director of Facility/Construction/Project Management, Tulsa, OK (1/2018 - Present)***

* Oversee a department of 29 employees by leading change, creating an inclusive and visionary environment, cultivating relationships, managing risk, and developing a team concept while driving New Business.
  + Manage project leasing, tenant improvements, space planning process, capital improvements, construction management, facility management, **earned $400K in historic tax credits**, and lender / investor relationships.
  + Build Financial Models to support business cases for Acquisitions and Labor model for Branches to obtain greater financial growth while providing investment opportunities for future acquisitions.
  + Analyze studies for best development so Banking Facilities had greatest potential for Success
  + Oversee all banks**’** Risk and Disaster Recovery/Emergency Response and Computer Aid Drawings for all properties leased or owned.
  + Created the 1st Asset Management Software for BOK Assets for Life Cycle and Budget Forecasting
  + **Direct acquisition, space, and ground lease negotiations of bank branches and ATM sites.**
  + Handled all Projects past 8 years with accounting on time and on Budget receiving top company honors
* Advisory services have included:
  + Partnered with BOK Human Resource and **saved the Bank $236 thousand** by bidding out Cintas/Zee Medical Corporate wide for all health/safety medical cabinets
  + Organized all Bank Guideline- (Branch & Corporate) Standard of Color – Furniture 2016 -2019
  + Created BOK **Corporate Social Responsibility by Certifying 33 Location Energy Star Certification**
    - Leverage Social Responsibility of evaluation and **negotiation services for $11M acquisition** of BOK Banking company’s leased/owned headquarters.
  + **Created a BOK Market Wide ATM Energy Lighting Bank Guideline that has reduced cost over 20% in operating Expenses.**

***BOK Financial – Manager, Facility/ Leasing Management, Tulsa, Oklahoma (6/2014 to 1/2018)***

* Oversaw all Vendor Management Contract for BOK and **reduced Expenses over $150K every year**.
* Directed and mentored facility managers, leasing team, building engineers, and construction crews for **$300M real estate portfolio with 2.75M square feet of office, retail, historical buildings, and parking**.
* Provided Development and Coaching to employees to enhance collaboration, communication and cultivate relationship building
* Financed and refinanced $200M+ in projects to cash out equity and eliminate recourse.
* Used Manage Path and Excel for modeling, feasibility studies, and monitoring property values.
* Managed and directed **annual $16M Facility/Project Budget.**

***United Technology – Regional Business Development Manager - Tulsa, Oklahoma (5/2001 – 6/2014)***

* + Managed and negotiated 138 owned/leased facilities located throughout the South-Central Division.
  + Was responsible for all activities of a portfolio of Lease/Owned offices and transaction/acquisition management of the Southern Region while managing Office leases, Marketing, Accounting, Staff Development, Hiring and Training*.*
  + Cultivated and **grew new and existing business by 18%** in 4 states of South-Central Division (Oklahoma, Arkansas, Kansas, and Texas)
  + **Received Outstanding Employee Award in 2010 for Train the Trainer Development in creating an Otis Elevator Safety Award Program**
  + Created and Prepared training materials for new employees as well as incorporating all employees with new Policy, Procedures, and Processes that were recognized as **Outstanding Visionary Award in 2003**
  + Received **Outstanding Leadership Award in 2013** for Best in Class in United Development Technology

***United Technology - Regional Construction Manager – Tulsa, Oklahoma (5/1998 – 4/2001)***

* + Estimated and Managed all Construction Projects throughout the Southwest, achieved total sales of $221M, and averaged net gain revenue of $26M.

***Helmerich & Payne Inc. – Senior Property Manager, Tulsa, Oklahoma (10/1989 – 5/1998)***

* + *Managed over 1.7 million square feet of Industrial, Medical, and Office Buildings for greater Tulsa Market.*
  + *Handled all leasing, marketing, transactions, and Execution of contracts*
  + *Restructured all Leases and improved Operating cost 8 Straight Years*

**EDUCATION**

**Building Owner Management Institute – Annapolis, MD**

National Trainer and Real Estate Development Instructor • Disaster and Recovery Specialist • State Elevator Inspector • Building Owner Management Institute – Instructor •PMP Candidate• Oklahoma Association Health Care Engineers

**Oklahoma City University, Oklahoma City OK**

Master of Business Administration – Marketing/Organization Leadership

**University of Oklahoma, Norman** **OK**

Bachelor of Accounting/Finance in Business Administration