

# Kevin Riles

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## Education

Dallas Baptist University - Dallas, TX  
**Doctor of Philosophy (PhD) Student**  
June 2020 - Present  
Research Focus: African American Leadership

University of Saint Thomas - Houston, Texas  
**MBA in Marketing and Finance**, July 2000

- ◆ Cum Laude Honors
- ◆ Dean's List, 1998 - 2000

Morehouse College - Atlanta, GA  
**BS in Computer Science**, May 1995

- ◆ Ronald McNair \$75,000 NASA Scholar
- ◆ Cum Laude Honors
- ◆ Dean's List, 1991-1995

## Licenses & Certifications

Certified Commercial Investment Member (CCIM) 2018  
Licensed Texas Real Estate Broker 1998  
Licensed Texas Real Estate and MCE Instructor 2004

## Awards/Accomplishments

2020 Fort Bend Chamber of Commerce Chairman Award Winner  
2013 Greater Houston Black Chamber Member of the Year  
#1 Listing Broker in Houston 2006, 2007, 2008 - Houston Association of Realtors  
#21 Largest Real Estate Company 2006 - Houston Business Journal  
#22 Largest Real Estate Company 2007 - Houston Business Journal  
#23 Real Estate Agent (Volume) 2008 - Houston Business Journal

## Board Memberships

Fort Bend Chamber of Commerce - 2022 Chair  
Greater Houston Black Chamber of Commerce Foundation - Treasurer  
Tax Reinvestment Zone #25 - Hiram Clarke/Fort Bend TIRZ - At Large Member  
Fort Bend Chamber of Commerce - At Large Member  
CCIM Houston Board - 2020 Education Chair | Director At Large

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## Entrepreneurial Experience

**Kevin Riles Commercial - A Real Estate Services & Development Company** - Sugar Land, TX  
*President/CEO* *October 2000 - Present*

For 21 years I have provide Commercial Real Estate Services to the Greater Houston Area. Those Services include but are not limited to: Commercial Real Estate Brokerage both representing sellers, buyers and investors; Tenant Representation Services for Retail and Industrial Clients; Real Estate Development Services; Property Disposition Services for Chapter 7 Bankruptcy Trustees and Various Consulting roles that provided Financial and Real Estate Investment Analysis.

Other Accomplishments

- 2013: Completed 4.5 Million Assisted Living Development in Fort Bend County
- Ranked as Top 25 Listing Broker by the Houston Business Journal 2007-2009

## Teaching Experience

### **Prairie View A & M University**

*Adjunct Professor/Interim Director*

*August 2009 - Present*

*School of Architecture - Masters Program: Community Development*

Teach classes related to Community Development and Real Estate. Currently Teaching Graduate Classes: Leadership Real Estate Development, Community Management and Land Development. Duties include research and instruction of students enrolled in the Master's program in Community Development.. Also responsible for classes on Land Development and Community Development Financing

### **Texas Southern University**

*Adjunct Business Professor*

*August 2008 - May 2009*

*Jesse H. Jones School of Business -*

Taught Marketing and Entrepreneurship Classes to Undergraduate Students. Classes Taught Included: Intro to Marketing, Entrepreneurship 101. Also directed activities of the Center for Entrepreneurship.

### **Kevin Riles, Inc**

*Business & Motivational Speaker*

*1995 - Present*

I have been a Business & Motivational Speaker since leaving college in 1995. I have spoken to audiences all of the country on the topics of Marketing, personal selling, success, and Leadership. Audience sizes have ranged from 50 to 5,000 over the 10 plus years I have been speaking. Most recently I have been engaged to speak at the following organizations: ExxonMobil, INROADS Houston, HISD, Houston Association of Realtors, Women's Council of Realtors, Fort Bend ISD

## Publication/Writing Experience

*Non-Academic*

*Published May 2008*

*Author - 40 Acres & a Mule: The African American Guide to Building Wealth through Real Estate*

40 Acres is a non-academic publication that delves into the need for education in the African American community as it pertains to homeownership and wealth transfer. In this book, I lay out a plan for wealth accumulation from the initial purchase of the first home through the accumulation of multiple properties with the corresponding increase in cash flow and investment return.

*Non-Academic*

*Published May 2010*

*Author - Confessions of a Top Producer - 9 Tools for Sales Success and Abundance*

Confessions of a Top Producer is a non-academic publication written for sales people looking to take their production to a new level. I have been a top producing real estate broker for over 5 years and have come up with 9 Tools that helped me to become the #1 selling real estate broker in Houston out of 10,000 real estate agents. This book educates, informs and entertains it audience with real world examples of sales situations and tools to close deals.

## Corporate Experience

**ExxonMobil Global Information Systems** - Houston, Texas & Parris (Rueil), France

*Infrastructure Services - Electronic Business Skill Center*

*Project Manager*, July 1999 - October 2000

Manage projects integral to Exxon's worldwide Intranet, Internet, and Electronic Messaging services. Managed the rollout of a \$5 million dollar European Internet gateway project, using Microsoft BackOffice Products, Dell Server and Cisco hardware, in ExxonMobil's affiliate in Reuil, France. The scope of this project is to produce bandwidth savings to the corporation by

providing an exit point for Internet usage in Europe. This project will also serve the purpose of installing a DMZ (De-Militarized Zone) for network and e-commerce B2B application safety.

**Exxon Computing and Network Services Company** - Houston, Texas

*Electronic Business Skill Center*

*Intranet Systems Engineer*, July 1998 - July 1999

Supported infrastructure of internal Exxon Intranet service. Responsible for Intranet infrastructure issues such as creation, maintenance and support of internal Intranet applications, support of internal shared and dedicated web servers, maintenance of infrastructure software related to Intranet Publishing (i.e. MS Internet Information Server, MS Index Server, MS Transaction Server, MS Site Server and MS NT 4.0). Also worked special projects to help increase and improve performance on web servers and network transmissions.

**Exxon Computing Services Company** - Houston, Texas

*Human Resources Department*

*Human Resources Analyst*, July 1997 - July 1998

Recruiting coordinator for the 1997-98 recruiting season. Determined recruiting goals through a collaborative effort with Exxon's division managers, Coordinated recruiting visits, Determined "best fit" for the company and the recruits, and Followed up with recruits to ensure successful recruiting visits with the ultimate goal of offering employment. Achieved recruiting goals by 110% for the year.

**Exxon Computing Services Company** - Houston, Texas

*Systems Analyst*, July 1995 - December 1996

Designed and developed large scale corporate databases using Visual Basic for Applications and Access Basic to support current Matching Gifts systems of Exxon Educational Foundations and Public Affairs. Completely rewrote the legacy system and optimized performance for an application that handled \$12 million dollars of educational transactions per year. Implemented change control methods and processes for Microsoft Access Databases.