

# JONATHAN TRENSKI

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## SUMMARY

Real estate and development executive with 15+ years of experience leading large-scale entertainment and retail developments nationwide. Deep expertise in site acquisition, public-private partnerships, incentive negotiation, and capital strategy. Proven track record of scaling brands, delivering complex projects, and aligning municipal, financial, and operational stakeholders to drive long-term growth.

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## WORK EXPERIENCE

### Smash Park Entertainment Group | Director of Real Estate

July 2023 - Dec 2025

- Lead national real estate strategy for a rapidly scaling entertainment brand, overseeing market expansion, capital coordination, and project execution across multiple regions.
- Drive site acquisition strategy, underwriting, and market selection to support disciplined national growth
- Lead negotiations with landlords, developers, municipalities, and capital partners to align real estate with business objectives
- Coordinate with publicly traded REITs, private equity partners, and internal leadership to structure viable development deals
- Oversee entitlement processes, zoning approvals, and municipal negotiations to de-risk development timelines
- Partner cross-functionally with construction, finance, legal, and operations to ensure on-time, on-budget project delivery

### Topgolf International | Real Estate Manager

Oct 2019 - July 2023

- Managed site selection and development execution for large-scale, destination entertainment venues across multiple U.S. markets.
- Led real estate negotiations, lease structuring, and site acquisition for new venue development
- Presented projects to internal Real Estate Committee and executive leadership for capital approval
- Partnered with municipalities on zoning, entitlements, and incentive programs including tax abatements and public funding
- Coordinated REIT and private financing partners to support long-term growth strategy
- Oversaw development and construction processes in collaboration with internal teams and external partners
- Served as primary liaison between corporate leadership, city officials, developers, and capital partners

### Giant Eagle, Inc. | Manager, Development & Public Partnerships

April 2014 - Oct 2019

- Led development finance strategy and public-private partnerships for a Fortune-scale grocery and retail organization.
- Structured and negotiated complex incentive agreements with federal, state, and local agencies
- Built and presented financial models for major capital initiatives to executive leadership and Board stakeholders
- Managed large-scale capital planning initiatives tied to sustainability, energy, and infrastructure investments
- Directed multi-state government relations strategy across development, utilities, and regulatory agencies
- Led cross-functional teams evaluating emerging technologies and long-term cost-reduction strategies
- Recognized with the company's Founders Award for leadership in sustainability and innovation

### WESCO Distribution | Global Purchasing Manager

Feb 2013 - April 2014

- Managed global sourcing and procurement strategy across multiple product categories.
- Negotiated and managed hundreds of supplier agreements to improve margins and cost efficiency
- Developed performance metrics and reporting systems to track supplier performance and pricing strategy
- Led process improvements using LEAN methodologies across purchasing operations

### Giant Eagle, Inc. | Capital Equipment Buyer, Refrigeration & HVAC

Oct 2007 - Feb 2013

- Managed global sourcing and procurement strategy across multiple product categories.
- Negotiated and managed hundreds of supplier agreements to improve margins and cost efficiency
- Developed performance metrics and reporting systems to track supplier performance and pricing strategy
- Led process improvements using LEAN methodologies across purchasing operations

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## EDUCATION

### Bachelor of Accounting

Seton Hill University

### PGA Professional

Professional Golf Association of America

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## KEY SKILLS

- Real Estate Development & Expansion Strategy
- Site Acquisition & Market Feasibility Analysis
- Public Private Partnerships (P3)
- Incentive Structuring and Negotiation (TIF, abatements, grants)
- Municipal and Government Relations
- REIT and Private Equity Financing
- Capital Planning and Financial Modeling
- Entitlements, Zoning, and Permitting
- Construction Oversight and Project Delivery
- Portfolio and Asset Strategy
- Cross Functional Executive Leadership
- Sustainability and Cost Reduction Initiatives