

### **Designated Broker/Owner**

K2 Real Estate Associates

2013 – Present

- Aggressive negotiations and interpretation of complicated purchase agreements and leases, experienced in land preparation, zoning, and all construction phases
- Proficient in commercial and residential real estate transactions, site acquisitions and facility management, title reviews, escrow, foreclosures, loss mitigation and pro forma analysis'

### **Designated Broker/Owner**

RE/MAX Metro Realty & RE/MAX Metro Associates

January 2004 – October 2012

- Worked with legal team when suits were brought against or on behalf of our clients or agents
- Managed tenant-client relationships, and oversaw the maintenance and operations of client properties
- Ensured legal compliance and a perfect record of state and association rules and regulations
- Experienced in loss mitigation negotiations with lending institutions
- Reduced company cost expenditures by 32% and increased corporate profitability 158%
- Managed 150 sales associates
- Led associates to over 100M in sales 2004-2008

### **Real Estate Salesperson**

RE/MAX Metro Associates

January 2001 – January 2004

- RE/MAX "100% Club Award Winner" 2010-2005 for personal sales production
- Hired and led team of three agents to manage my personal sales and to train them for their own sales production

### **Account Executive**

Cisco Vender Sales

June 1996 – December 2000

- Managed expansion of sales of Cisco products within Microsoft, major hospital accounts throughout the Pacific NW, and interstate car dealerships
- Top salesperson four months in a row
- CCENT (Cisco Certified Entry Networking Technician) and CCNA (Cisco Certified Network Associate) certified