

# Jack Montano

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## Jack Thomas Montano

7714 204th Ave E  
Bonney Lake, WA 98391

Phone: 253.229.8796

Email: [jackmontano30@gmail.com](mailto:jackmontano30@gmail.com)

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## Skills/Professional Summary

- Articulate and Persuasive
- Flexible and Adaptable
- Self-motivated
- Great listening skills
- Leadership and Management skills
- Great Communication Skills
- Deep Interpersonal skills
- Divergent Thinking
- Creative mindset
- Frontend Software Engineering (HTML, CSS, JavaScript)

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*Highly accomplished forward thinking individual with a great drive to succeed with an immensely creative mind. Highly proficient in building lasting relationships and connecting on the deepest level with people. Well-qualified in many areas including, but not limited to, team management, sales, relationship building, working closely with people, project management, entry frontend software engineering. Exceptionally quick learner with great attention to detail. Dedicated to making the most out of every aspect of life.*

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## Experience

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### Compass Realty / Realtor

2021- PRESENT, Bellevue, Washington

- Managed contracts, negotiations and all aspects of sales to finalize purchases and exceed customer expectations.
- Communicated with clients to understand property needs and preferences.
- Maintained connections with clients to encourage repeat business and referrals.
- Negotiated, facilitated and managed real estate transactions.
- Developed and maintained relationships with clients through networking, postcards and cold calling.
- Marketed client properties through websites, social media and real estate guides.
- Presented purchase offers to sellers for consideration.
- Wrote listings detailing and professionally highlighting property features to increase sales chances.
- Conducted market research and adjusted tactics and plans to make the most out of the market.
- Liaised between buyers and sellers to provide positive experiences for both parties.

## Target / Tech Team Leader

2020 - 2021, Bonney Lake, Washington

- Solved problems using my education and experience in technology and software.
- Managed the other tech team members by training, appointing, and leading to high production rates
- Checked pricing, scanned items, applied discounts and printed receipts to ring up customers.
- Helped customers complete purchases, locate items and join reward programs.
- Executed diagnostics, troubleshooting and evaluations on software and devices.
- Organized work to meet demanding production goals.
- Maintained quality assurance and customer satisfaction objectives.
- Read manuals and manufacturer instructions to install and troubleshoot devices.
- Worked with companies such as Nintendo, Sony, Apple, etc, on how we can market their new tech products to the correct demographic

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## Education

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### Pierce College / Associates Degree

2018- 2020, Puyallup Washington

I attended Pierce college during my last two years of high school, and graduated both at the same time with my associates degree, and my GED. In college I had a focus in business marketing, and also took a few high level psychology courses. I achieved honor roll with my gpa being a 3.6.

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## Achievements

- Honor roll in high school
- Honor roll in college
- Became the youngest real estate agent ever on the top producing team in WA at Compass Bellevue
- Passed the Washington State Realtors exam with a 94% on first attempt
- Awarded multiple raises at Target for my production and work achievements

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## Hobbies

- Lead guitarist and singer in a grunge rock band
- Building things like Legos, guitars, electronic components
- Video games
- Competitive sports (Ping pong, Tennis)

