



Nicholas F. Pinto

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- OBJECTIVE** Seeking a position in the commercial real estate field utilizing demonstrated customer service, communication, and sales skills that will contribute to an organization's success and bottom line. Energetic, assertive, motivated, resourceful, detailed, and results oriented.
- EDUCATION** **University of Connecticut**, Storrs, Connecticut
Bachelor of Science in Business December 2011
Real Estate and Urban Economics Major Overall GPA 3.42
Additional focus in Entrepreneurial Management Major GPA 3.51
- AWARDS** Society of Industrial and Office Realtors Scholarship, CT Association of Realtors - Past President's Scholarship, and Byrl N. Boyce Valuation Scholarship
- RELEVANT COURSES** Business Organization and Real Estate Law Real Estate Finance and Principles
Geographic Information Systems and Real Estate Markets Operation Management Systems
Entrepreneurial Marketing and Principles Operations Management
- TECHNICAL SKILLS** Argus Valuation-DCF Certified, Microsoft Office, Knowledge of ArcView, CADKey, Visual Basic, Dreamweaver, HTML
- WORK EXPERIENCE** **Mustangs Unlimited Inc.**, Manchester, Connecticut November 2009 - Present
Sales Associate/ Tech Support
- Responsible for the sales of automotive parts to domestic and international customers
 - Provide technical support to a customer base of over 400,000
 - Develop and implement training program for new employees
 - Represent the company at sales and advertising trade shows
 - Received accolades from management regarding excellent technical, customer service, and sales skills
 - Recognized inefficiency in tracking orders within the warehouse and collaborated with the warehouse manager to develop a new procedure that better labeled orders which improves accuracy and saves the company 168 labor hours and \$14,000 per month
- Pagliacci's Restaurant Inc.**, Plainville, Connecticut May 2005 - Present
Head Restaurant Attendent/ Host/ Server
- Supervised a staff of 6 in order to insure an organized work environment, while maintaining customer satisfaction
 - Responsible for the creation and coordination of work schedules
 - Responsible for training new staff
 - Assist employees with all restaurant functions
- OTHER EXPERIENCE** **Connecticut Economic Resource Center**, Rocky Hill Connecticut Summer 2011
Intern
- Developed comprehensive property reports utilized by companies that are interested in acquiring commercial real estate in Connecticut that included topographic, utility, tax, infrastructure, and demographic data
- ACTIVITIES/ INTERESTS** Real Estate Society – University of Connecticut
Skiing and Snowboarding (Instructor at Mount Southington for 3 years)
Antique Car Restoration and Sales (buy and sell, domestically and internationally)
- Restore, design, and build antique automobiles
 - Shelby American Automobile Club
 - Mustang Club of America