
Joseph Edwards

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SKILLS

- Workflow-process management
- Interpersonal communication
- Problem solving in high stress environments
- Diverse business acumen
- Highly disciplined
- Team player
- Microsoft, Apple, & Linux
- Agency management systems

EXPERIENCE

Broker, Roffman Real Estate Investments LLC, Portland, OR 2016-2017

- Organic business procurement: research regarding best use of existing assets and land development opportunities, prospect meetings, and proposal initiation
- Provide clients alternative forms of financing within real estate risk management arena, including construction development and property management liabilities

Producer, HUB International Northwest, Lake Oswego, OR 2015-2016

- Develop scalable solutions for customers across varying industries and business segments; ensure continued brand growth, profitability, and overall operational stability
- Manage cyber risk and corporate wellness educational seminar in partnership with HUB New York City, HUB Pacific Northwest, and Portland State University Business Accelerator

Sales Representative, XDimensional Technologies, Brea, CA 2014-2015

- Analyze and refine internal/external business process workflows with executive, analytical, marketing, and QA teams, in support of client needs-based reporting
- Advance procedural efficiencies with development of communication templates

Assistant Vice President, Beecher Carlson, Santa Ana, CA 2011-2014

- Arrange new business meetings for executives and coworkers alike, ultimately resulting in over \$250,000 of new revenue
- Ensure completion of all client account underwriting and marketing tasks to highest ethical standards, in compliance with all applicable laws, regulations, policies, and procedures

Broker, Marcus & Millichap Real Estate Investment Services, Portland, OR 2008-2010

- Facilitate acquisition and disposition of client investment properties utilizing intricate CRM system, multi-tiered marketing strategies, and presentations outlining current and pro-forma comparative financial analyses
- Close and manage over \$7,000,000 of exclusive client listings in historically difficult economic recession

EDUCATION/TRAINING

University of Oregon, Eugene

- Bachelor of Science Business Administration – Focus on Entrepreneurship
- Bachelor of Science Political Science – Focus on Game Theory and Organizational Behavior

State of Oregon

- Division of Financial Regulation – Producer
- Real Estate Agency – Broker
- Department of Human Services – OHCC Enhanced Caregiver