

# JOSH MAITRE

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## PROFILE

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Dynamic professional with a proven track record in business management, real estate sales, and tech aspirations. Skilled in fostering strong client relationships, conducting market research, and utilizing innovative technologies for impactful marketing. As an accomplished team leader, I've successfully managed personnel, oversaw operations, and recently honed my technical expertise through a Python Programming Bootcamp, ready to bring a unique blend of business acumen and tech proficiency to new challenges.

## EDUCATION

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### Oregon State University-Cascades

B.S. Business Administration (June 2021)

### Central Oregon Community College

A.A. Business Administration (June 2018)

## SKILLS

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- Python Programming, SQL Databases, Pandas, BeautifulSoup
- Web Development: Flask, HTML, CSS (Basics)
- CRM Software
- Problem Solving
- Project Management
- Team Leadership
- Client Relationship Management
- Sales & Negotiation
- Data Analysis & Visualization
- Market Research

## CERTIFICATIONS

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### Python Coding Bootcamp

Certification of Completion (December 2023)

### National Association of Realtors

Oregon License #201230069 (January 2019)

## PROFESSIONAL EXPERIENCE

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### Real Estate Advisor

Engel & Völkers Bend | September 2022 - December 2023

- Cultivated and nurtured strong client relationships and acted as a trusted advisor, recognizing the significance of the investment.
- Developed a website and employed real estate CRM software to attract and retain potential clients.
- Leveraged technologies such as Zillow 3d Home, social media and Google Ads to promote properties in competitive markets.

### Real Estate Broker

Cascade Sotheby's Int'l Realty | January 2019 - September 2022

- Conducted extensive market research, analyzed complex datasets, and employed Excel and data visualization tools to deliver precise insights and strategies.
- Exercised project management methodologies to ensure seamless transition between sellers and buyers.
- Operated as an independent contractor, demonstrating a high level of self-motivation, time management, and financial management.

### General Manager

Jamba Juice | September 2014 - March 2019

- Led a team of 15 employees and underwent four strategic relocations to address work culture issues, fostering a collaborative and self-sustaining work environment.
- Achieved significant cost savings by optimizing labor expenses, reducing labor cost from 32% to 29% of total budget, resulting in savings of \$15,000.
- Organized and directed worker training programs, resolved personnel issues, hired 50+ employees, and evaluated performance.
- Oversaw all store operations - staff management, inventory control, financial management, and quality customer service.