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|  | Robert Cutinella  129 Wayne Ave Kannapolis NC 28081  |Rmc4745@aol.com |   704-345-3301 or 704-933-0020 |
| Objective | To utilize my sales and marketing ability within a stable position and grow within the company. |
| Skills & Abilities | Extensive sales ability, Negotiation skills, Computer literate, Organized with strong follow up, Reliable and a team player. |
| Experience | **Realtor** Charlotte Real estate today2013 - 2016 Prospecting and marketing, Executing contracts and addendums, Negotiating the sale to close. Scheduling closing attorney and making sure all details are paid attention to. Representing client with regards to their best interest. Having a full understanding of current market conditions. Utilizing MLS and Lead management software. **Consumer loan underwriter 2** Wells fargo2012 - 2013 Underwrite loan modifications based on investor guidelines for B&P {bank and private} as well as MBS {mortgage backed securities}. Calculate homeowner income including wage, schedule C and corporate tax returns. Utilize income calculation software, access file database, run decision tool after full data entry. Awarded underwriter of the quarter for production and quality with under 48 hours decision turnaround. **New home sales** dr horton builders2011 – 2012 Managed new home community and responsible for daily, weekly and monthly reporting. Responsible for daily office procedures and replenishing office supplies. Work with buyers to find the home that meets their lifestyle needs. Monitored model home and community appearance, branding and marketing. Utilize contact management software and scheduled follow up. Worked with in house mortgage company to find the best financing options for buyers. **New home sales** true homes communites2009 – 2011 Processing of all clients from sale to close. Results in the areas of Sales Process, Referrals, Franchise Management, and Customer Service. Helping maintain a positive community and model appearance and to ensure the communities are retail ready at all times. Registered all traffic daily and submits traffic reports weekly. Worked with preferred lenders to find the best financing options for buyers. **New home sales** CP MORGAN communites2006 – 2009 Managed new home community and remote sale community. Responsible for daily, weekly and monthly reporting. Responsible for daily presentation of model home keeping the community retail ready at all times. Work with buyers to find the home that meets their lifestyle needs and budget Worked with preferred lenders to find the best financing options for buyers. Developed Relationships with local realtors to promote my communities and generate buyers.  . **sALES ASSOCIATE** HONDA OF CONCORD2003 – 2006 Met monthly sales quotas consistently, contact management software, scheduled buyer follow up, prospect new buyers, Product knowledge, demo new vehicles, negotiate the deal to a close. Write purchase order and prepared paperwork. Delivered vehicle and maintained high customer satisfaction. |
| Education | Brooklyn, New York SHEEPSHEAD BAY HS  General Academics HS diploma Charlotte, NC MINGLE SCHOOL OF REAL ESTATE  Pre broker Licensing course, Graduated top of class to obtain provisional Brokers license. Charlotte, NC JY MONK SCHOOL  Post broker Licensing course, obtained Brokers license. |
| References | **upon request** |