

PROFILE

Experienced and motivated candidate seeking to advance professional skills in management, sales and marketing with a career in the building material supply and distribution industry.

EXPERIENCE

Wilson & Co. Sotheby's International Realty 1997 to Present
Business Owner/Realtor San Luis Obispo, CA

- Founded Wilson & Co. Real Estate (www.wilsonandcosir.com) in 1997 with my wife and quickly developed the company into one of the most successful locally-owned real estate firms on the Central Coast of California
- Expanded the firm through effective marketing, business analysis, personalized service and superior customer relations; became affiliated with Sotheby's International Realty in June 2006
- Manages all aspects of the business operation including office administration and bookkeeping
- Trains and supervises office personnel, effectively interacts with agents and brokers
- Provides oversight and expertise in real estate transactions including residential estates, commercial properties and new construction pre-sales, focusing on the high-end residential market
- Consistently maintains positive relations with sellers, buyers, agents, staff and community partners

Brookhart's Building Center 1995 to 1997
General Manager Colorado Springs, CO

- Managed Brookhart's Colorado Springs Building Center lumber yard and retail home improvement store with a 70/30 mix of commercial and consumer sales
- Brookhart's had 10 different operations in the state of Colorado including a roofing division, truss plant and distribution center with budgeted gross sales of over \$80 million
- Planned, merchandised, staffed and opened the Colorado Springs store with a full-line lumber yard and a 33,000 square foot retail area on 10 acres
- Supervised 75+ employees in the new store and achieved first-year sales in excess of \$10 million

Pacific Home Do-It@ Center 1989 to 1994
General Manager San Luis Obispo, CA

- Successfully established and managed California's first Home Do-It@ Center selling products and services to a combination of 75% consumer business and 25% contractor/commercial trade
- Efficiently controlled bottom-line results for all departments within the store
- Managed inventory and increased sales over 100% in the first five years of management
- Coordinated the installation of computerized bookkeeping and a new computer operating system
- Hired, trained, scheduled and supervised approximately 40 employees

Collins Cashway Do-It@ Center 1976 to 1988
Overall Store Manager/Retail Salesman Fort Collins, CO

- Transitioned business into a Home Do-It@ Center and managed all departments
- Acquired extensive skills in consumer, commercial, installation, contractor and industrial sales
- Managed purchasing, accounting and credit functions with an inventory of \$1.5 million
- Supervised and coordinated a staff of 50 employees, accountable for payroll of over \$600,000
- Assured customer satisfaction, handled public relations, advertising and marketing

Thomas Lumber Company 1968 to 1976
Assistant Manager/Retail Salesman Sidney, NE

- Worked for the family company, gaining knowledge of all facets of the lumber and building industry

ACCOMPLISHMENTS AND SKILLS

- Over 25 years experience in the retail home center and building industries with a family background in the lumber business for three generations
- Created a complete business analysis with the Denver Management Group while working with Collins Cashway Lumber, which included a *pro forma* statement, budgets and personnel structures to achieve maximum bottom-line profits
- Quickly progressed from retail salesman to overall store manager at Collins Cashway Lumber, consistently maintaining substantial profits and setting a sales record of over \$8 million in one year
- Effectively implemented the first Home Do-It Center® stores in Colorado and California
- Planned, merchandised, staffed and opened Brookhart's Building Center in Colorado Springs, CO
- Helped found a successful internationally-affiliated real estate company in San Luis Obispo, CA
- Proven track record in consumer, industrial and commercial sales
- Personnel management and supervision capabilities including hiring and training, development of schedules, job descriptions, organizational charts and employee incentive programs
- Business marketing, analysis and development with an emphasis maintaining positive relationships with customers, professional builders and community partners
- Considerable expertise in purchasing, advertising, estimating, budgeting and accounting

EDUCATION

University of Nebraska 1970 to 1973
Business Administration Major *Lincoln, Nebraska*

- Completed extensive courses in business analysis and administration

High School in Sidney, Nebraska Graduated in 1970

PROFESSIONAL AFFILIATIONS

- Lumber Merchant's Association of Northern California
Past member of the Board of Directors and Executive Committee
- San Luis Obispo County Lumberman's Association (LMA)
Past President
- San Luis Obispo Exchange Club
Past President and Member
- San Luis Obispo Board Realtors
Past President and member
- California Association of Realtors
Past Board of Directors and member

REFERENCES

References available upon request