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**Objective: New Homes Sales Management Position**

**Experience** Results oriented professional with proven sales, marketing and residential construction

**Summary:** project management experience. Background includes:

 • Successful sales management of 50+ residential subdivisions

 • MBA in Operations with BA in Architecture

 • High Computer Literacy

 • Extensive sales, marketing, training and project management experience

**Professional**

**Highlights: ARTHUR RUTENBERG HOMES,** Milton, GA (2015 - present)

*Luxury New Home Sales / Qualifying Broker*

 Start-up with a luxury custom home franchise specializing in pre-sales. Neighborhoods include:

*The Manor Golf and Country Club* (Milton)

*River Club* (Suwanee)

*Sugarloaf Golf and Country Club* (Suwanee)

*Greystone* (Milton)

Additional activities include training new hires, technology consultant and Aggressive Realtor outreach including training real estate agents on iPad Apps such as Dropbox, DocuSign, Evernote.

 **Sharp Residential,** Alpharetta, GA (2002 - 2014)

 *New Home Sales / Associate Broker*

 Average annual sales volume of $15MM

Start-up and close-out of 12 neighborhoods with mixed product types including:

*Meadowbrook/Wyndam Hill* (Suwanee) - 165 semi-custom homes from $250K to $350K

*Glens at Ashebrooke* (Cumming) - 65 semi-custom homes from $239K to $300K

*Harmony on the Lakes* (Canton) - 100 semi-custom homes from $250K to $350K

*Olde Heritage* (Woodstock) - 145 semi-custom homes from $450K +

*Vickery Crest/Milton Place* (Alpharetta) - 90 semi-custom homes from $600K

*King Estates Manor* (Milton) - 12 custom homes from $800K to $1.3MM

*Hearthstone* (Alpharetta) - 108 semi-custom homes from $700s

**JOHN** **WIELAND HOMES** Atlanta, GA (1998 - 2002)

*Neighborhood Sales Manager*

Average annual sales volume of $10MM

Start-up and close-out and of multiple neighborhoods with mixed product types including:

*Ridge at Easthampton* (East Cobb) - 13 semi-custom homes from $430K to $525K

*Chattahoochee Run* (Suwanee) - 30 semi-custom homes from $239K to $500K

*Hampton Park* (East Cobb) - 27 “Big Box” homes from $239K to $375K

*Academy Park* (Alpharetta) - New luxury town home neighborhood (start-up) from $272K

**Michael H. Barsky**

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**Professional**

**Highlights:**

**(cont.)**

 **WILKINSON BUILDERS** Landenberg, PA (1995 - 1998)

 *Luxury Home Sales Manager*

 Annual sales volume of $10MM full custom executive style homes.

 **DOUBLE S COMPANIES** Wilmington, DE (1994 - 1995)

 *Starter Homes Sales Manager*

 Annual sales volume of $7MM

 **TOLL BROTHERS** Huntingdon Valley, PA (1992-1994**)**

 *Project Manager*

 Annual sales volume of $ 12MM

**MIKE ROSEN** **& ASSOCIATES** Philadelphia**,** PA (1991-1992)

 *Marketing Director*

Responsible for the planning, implementation and evaluation of the marketing for an architecture and land planning firm

**GIGLIOTTI CORPORATION & ROME BUILDERS** Langhorne, PA (1984-1991)

*Residential Project Manager*

Responsible for operations, budgets and cost controls; managed all phases of construction including scheduling, inventory control and enhancement of management information systems; various projects including a bank work-out townhome project and final dedication of community and public improvements of multiple projects

**Education:**

 **Drexel University, Philadelphia, PA**

 ***M.B.A.,*** Major in Management of Production and Operating Systems,

 **Washington University, St. Louis, MO**

 ***B.A.*** *Major in Architecture*

 Additional courses in Real Estate and Construction Practices including CSP I and II, CABO

High Computer Literacy: Microsoft Office; Website Design and SEO; Social Media, CRM, Virtual Staging, Lead Capture

Extensive Photography and Video experience: Photoshop; Windows Movie Maker; Drone photography, iMovie