

HANS SMIT

Real Estate Broker - Corporate Management – Master of Business Administration

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Executive Summary

Assertive, result and profit oriented senior executive with more than 15 years of progressive experience in sales, finance and management for Real Estate and Manufacturing companies. Effectively gain customer's confidence and loyalty to close sales. Developed profitable and strategic business ideas and strategic plans; performed financial analysis, budgets, feasibility studies and optimized financial resources and personnel potential; managed business units and companies; created/implemented successful marketing and sales strategies and internal control systems. Prepared/presented reports to Board of Directors and stockholders meetings. Successfully directed group of employees and influenced higher level of performance. Reputation of being analytical, dynamic, good criteria, fast decision taker, facilitator, teacher and leader. **Bilingual: Spanish/English.**

Selected Achievements

- Consistently generated more than \$70K/yr. for 4 years; average mo. deals: 5 leases, 1.5 sales.
- President of Smit LLC, a professional high-end packing and moving services with \$250K in revenues.
- Most Challenging Transaction Award and 1st Place Sales Award out of 75 realtors in 2003.
- Top sales performer selling protections, fuel and upgrades to car rental customers.
- Aggressively managed a real estate company from a negative to a positive ROI of 12% in just 6 months achieving net profits of \$360K per year
- Incremented income by \$96K per year by implementing new marketing and sales strategies.
- Exceeded sales and budget goals consecutively during four years developing a favorable working climate focused on professional and personal growth.
- Cut 50% of insurance expenses while maintaining current risk level (\$1M in savings)
- Founded and managed a \$3M Equity Fund consisting of 4 investment professionals and 590 investors
- Developed and implemented a Total Quality Management Program and Re-engineering processes in manufacturing and services companies. Achieved more than 200% ROI.
- Pioneered feasibility studies which resulted in new products and business acquisitions.

Experience

REAL ESTATE BROKER & MANAGEMENT CONSULTANT <i>Hometown Realty of Duval, Magnolia Properties, Cambridge Realty Services</i>	2001 to Present Northeast & South Florida
SMIT LLC – packing and moving services <i>Founder and President</i>	2007 to 2009 Northeast Florida
SENIOR CUSTOMER SERVICE AND SALES REPRESENTATIVE <i>Worked for Budget Rent a Car and Dollar and Thrifty Group</i>	2000 to 2006 Northeast & South Florida
GENERAL MANAGER, FINANCE MANAGER, FINANCIAL SUPERVISOR <i>Companies: Artemoybienes-Realty, Cementos Argos, Gillette and Exxon</i>	1985 to 1999 In COLOMBIA

Education

MASTER of BUSINESS ADMINISTRATION – major Finance & Int'l Business University of the District of Columbia -(GPA 3.9/4.0)	1982 to 1984 Washington, D.C.
CIVIL ENGINEER Universidad de los Andes - (Tesis: 5.0/5.0)	1974 to 1978 Bogota, Colombia
PSYCHOLOGY and METHODOLOGY. Universidad de San Buenaventura, Colombia. 1975.	
REAL STATE BROKER Licensed since 2001; Mortgage Broker Licensed from 2003 to 2007. U. S. Schools.	