

**Jerrold M. Collins**  
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**CARRER OBJECTIVE** To build a challenging career with a real estate and marketing company that will utilize my exceptional communications, sales and customer service.

**EMPLOYMENT**

**Colorado Homefinder Realty** Denver, CO April 2018 - Present  
*Broker Associate*

**Signature Realty, Inc.** Wheat Ridge, CO March 2014 – Dec 2017  
*Director of New Business Development & Broker Associate* March 2006 – Feb 2011

- Prospecting All New Business Through For Sale By Owner (FSBO) Expires, Cold Calling & Networking
- Developing & Nurturing All New Listing Appointments
- Coordinating & Assigning All Listing Appointments To Appropriate Broker
- Facilitating All Follow-Up Procedures for Capturing New Listings
- Promoting & Coordinating Proper Marketing Techniques For Listing To Sell

**Keller Williams Realty Preferred Reality (The Ranch)** Westminster, CO May 2012 – Feb. 2014  
*Broker Associate*

**Keller Williams Realty** Boulder, CO March 2011 – April 2012  
*Broker Associate*

**Marketing Consultants For Realtors, Inc.** Boulder, CO June 1997 – Feb. 2006  
*President / CEO*

**Tony DiCello's Group/REMAX Boulder** Feb. 1993 – May 1997  
*Director of New Business Development*

- Generated 34% Of All Listings
- FSBO Accounted For 13% Of All Closing
- Teloprospecting Accounted For 20% Of All New Business Closed

**The Bernardi Group/REMAX Consultants,** Boulder, CO Nov 1992 – Dec. 1993  
*Marketing Manager*

- Significant Contributor To Agent's Rise To #1 Broker From #4 In The USA & Rise To #1 from #7 Internationally.
- Generated 33% Of All Under Contracts
- Accounted 30% Of All Under Contracts Closed
- Accounted For 24% Of Gross Profit
- Closed 65.21% Of 92 Listings Procreated
- Personally Produced \$325,248 In Total Commissions
- Supervised The Aggregate Gross Listings Of \$6,568,200.00
- Produced A Total Of 427 Appointments Over 48 weeks

OTHER CAREER EXPERTISE	<b><u>Minolta Business Systems, Inc.</u></b> Denver, CO <i>Telemarketing Manger</i>	1989 – 1992
	<b><u>US West Communications, Inc.</u></b> Denver, CO <i>Telecommunication / Marketing Specialist</i>	1987 – 1989
	<b><u>North American Capital Investment Banking (OTC)</u></b> Boulder, CO <i>Stock Broker Trainee</i>	1986 – 1987
EDUCATION	<b><u>University of Michigan</u></b> Degree: Bachelor of Science in Science in Physical Education License: Teaching Certificate (K-12) Minor: Communications (Radio, TV, Theater)	
SCHOLARSHIPS	<i>Football Athletic Scholarship</i>	
AWARDS RECEIVED	<i>President’s Club Award</i> for excellence in sales in becoming a “Million Dollar Producer” as a Manager in Telemarketing	
PROFESSIONAL LICENSES	Colorado Real Estate Brokerage License - 2005	