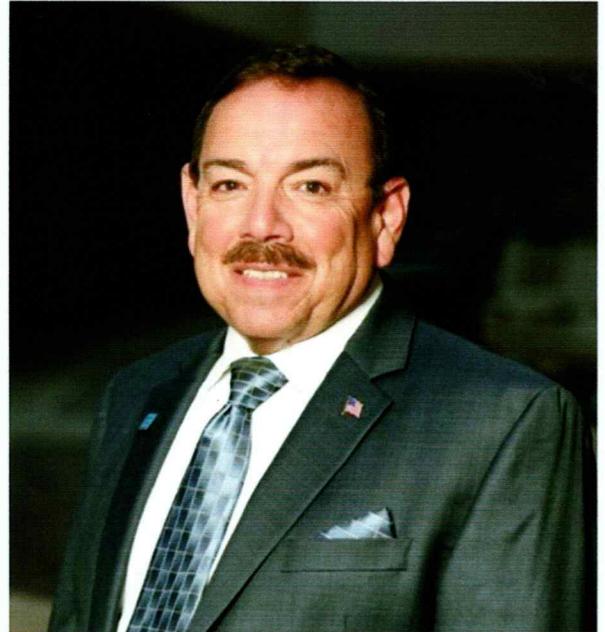


ADRIAN GUTIERREZ

Real Estate Agent and Home Renovation Professional



CONTACT

 559-363-4968

 adrian@allstatehomes.net

 ankqualityexteriors.com

 adriangutierrez.allstatehomes.org

EDUCATION

**California State University,
Fresno**

1979-1984

B.A. in Social Science

CERTIFICATIONS/ ACCOMPLISHMENTS

- Contractor State License
- Licensed Real Estate Agent
- Fresno Association of Realtors Member
- 30 Year A+ Rating with the BBB: Better Business Bureau for A.N.K Quality Exteriors

SKILLS

- Effective Communication
- Sales Proficiency
- Lead Generation
- Self-Motivated
- Leadership and Employee Management
- Trade-show Knowledge
- Public Speaking and In-home Presentations
- Organization
- Negotiation
- Networking
- Financial Literacy
- Adaptability

PROFILE

With over 32 years of experience as a business owner in the home construction and renovation industry, coupled with a distinguished military background, I am a seasoned professional well-suited for the management of any project or team. I excel at building rapport and relationships with clients, guiding them through home renovations as well as the home-buying process, and closing sales while ensuring customer satisfaction.

My extensive background in construction and real estate, including expertise in short sales, foreclosures, and traditional listings, equips me to overcome objections and provide comprehensive information on floor plans and financing. Having a unique blend of skills, from real estate expertise to construction leadership, financial acumen, and military discipline, I am confident in my ability to be a valuable asset to any business or organization.



WORK EXPERIENCE

REALTOR

All State Homes

August 2010-Present

- Developed and implemented effective marketing strategies to showcase properties to potential buyers, utilizing a range of online and offline channels.
- Provided personalized guidance to home buyers in their search for their dream homes, offering valuable insights into property options, neighborhoods, and financing.
- Assisted sellers in securing the highest and best offers for their properties by leveraging market knowledge and negotiation skills.
- Collaborated seamlessly with local real estate agents and established strong working relationships with lenders to ensure swift and accurate property closings.
- Nurtured client relationships to build trust and maintain long-term connections, resulting in a robust referral network and repeat business.

OWNER

A.N.K Quality Exteriors

April 1993 - Present

- Provided customers with expert information and solutions to enhance the beauty and functionality of their homes.
- Specialized in conducting in-home presentations, showcasing state-of-the-art home improvement industry products.
- Demonstrated a commitment to exceptional customer service by closing sales and maintaining relationships.
- Trained employees for canvassing and trade shows, ensuring a skilled and knowledgeable team.
- Ensured our company's full bonding and insurance, providing peace of mind for our clients.
- Played a pivotal role in the company's success over three decades. **(continued on the next page)**

REVENUE OFFICER

Internal Revenue Service

May 1984-February 1992

- Conducted comprehensive investigations into the financial situations of taxpayers, both business and personal, with delinquent tax accounts.
 - Completed detailed financial statements to assess taxpayers' ability or inability to repay their tax debts, ensuring a fair and accurate evaluation.
 - Collection Enforcement: Implemented collection enforcement measures when taxpayers were uncooperative, utilizing legal tools to facilitate tax debt resolution.
 - Asset Seizures: Managed the process of asset seizures and organized public auctions to sell seized assets, ensuring repayment of delinquent taxes in compliance with legal procedures.
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WORK EXPERIENCE (CONTINUED)

ARMY SECURITY AGENT

U.S. Army

November 1975-1978

- Successfully completed required basic and advanced training, demonstrating proficiency in essential military skills and protocols.
 - Participated in field training exercises with an armor division at Fort Lewis, Washington, contributing to unit readiness and preparedness.
 - Provided vital supply and logistics support to field units, ensuring the timely and efficient delivery of essential resources to the front line.
 - Operated and maintained various weapon types, ensuring their readiness and accountability for unit missions.
 - Served as part of the supply and logistics units in Augsburg, Germany, contributing to international military operations.
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