

Real Estate Investment | Sales | Marketing | Project Management

*Licensed Real Estate Salespersons / Real Estate Investing / New Business Development
Real Estate Appraisal / Comparative Sales Approach / Operations Management / Cost Consciousness*

Growth-focused and results-oriented professional with strong management acumen and comprehensive experience in real estate sales, investment and valuation, financial services, wealth management, and project management. Skilled in critically evaluating commercial real estate opportunities to facilitate investments for clients. Proficient in compiling and assessing detailed market data, analyzing strategic acquisition and disposition decisions, and driving real estate sales to ensure maximum client satisfaction. Skilled in researching and analyzing markets appropriate for acquisition of multifamily rental properties.

Adept at maintaining relationships with clients by earning trust, understanding client needs, providing targeted advice, developing solutions, and delivering an exceptional client experience. Proficient in building high-powered sales teams and marketing strategies to turnaround and deliver revenue growth across local and national market territories.

Areas of Expertise:

- Strategic Planning and Implementation
- Staff Training and Development Initiatives
- Project Planning and Management
- Exceptional Customer Service Skills
- Quality Assurance and Quality Control
- Financial Analysis and Advisory Services
- Process and Performance Improvement
- Market Penetration and Development
- Cross-functional Team Building and Leadership
- Budget Handling and Resource Allocation

Professional Experience

Michael Trudeau Real Estate Investments, Massachusetts, New Hampshire, Florida

Principal (1997 to 2019)

Conducted appraisals and valuations as well as acquired and sold post remodel residential real estate projects in three states.

Inspected property's features and performed comparison with similar properties to determine actual value. Prepared appraisals for lease negotiations, mortgage lending purposes, and tax assessments. Researched and analyzed numerous markets appropriate for acquisition of both residential and commercial properties. Managed remote property (including out of state) and conducted new business initiatives. Established community programs, raised grants, and developed network to help towards closing costs, remodeling costs, and maximizing profit at sale.

- Grew remodeling hobby activities into a real estate venture, attaining 18 properties in 10 years growing average profit from \$70k per unit to \$180k per unit in both urban and suburban environments.
- Led remodel projects in challenging deadline of four months within extremely unfamiliar municipalities. Project managed processed and series of events to minimize turnaround times, which saved 25% on profit margins from prior projects.
- Utilized broad exposure of building science to produce a value added, not 'painted and flipped' end product while ensuring the absence of items that would warrant a home inspector to deter sale, such as no mold, structural integrity, plumbing integrity, and systems (HVAC or heat) mechanically sound.
- Researched and identified neighborhoods in Boston Ma, Wilton Manors FL, and new construction projects in New Hampshire to maximize growth based on pre-announcements of major changes to those areas (pre gentrification).

Thielsch Engineering | RISE Engineering, Massachusetts

Residential Energy Specialist (2014 to 2018)

Secured top performer position for delivering exceptional services in residential energy, providing projections to customers' in field under difficult surroundings, and increasing savings for consumers.

Performed home energy tests and implemented instant-savings measures, such as energy-efficient water-conservation devices in collaboration with residential energy efficiency technician. Ensured completeness of QA / QC inspections in line with program standards and customer needs. Facilitated customers by providing information about energy-efficiency measures and associated benefits, costs, and savings. Maximized customer satisfaction by maintaining consistent follow-ups with homeowners. Followed-up with homeowners to achieve high customer satisfaction levels.

Selected Contributions:

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Michael Trudeau

- Decreased energy consumption of electricity, natural gas, oil, wood, and solar production by integrating raw data into forecasting model while applying building diagnostics and air quality readings to produce report for the customer at first visit, which resulted in attaining a 37% customer commitment to further retrofitting of homes.
- Headed QC and program outreach during eight years of MASSAVE involvement, whereas MASSAVE paralleled those eight years of being the nations #1 state in energy efficiency programs.
- Conducted residential energy audits to evaluate factors such as insulation, appliances, HVAC systems, lighting and electrical systems, moisture, and air quality.
- Boosted sales by +\$2million, scrutinized 2500+ residential 1 - 4 unit homes, and performed energy efficiency diagnostics.
- Met and exceeded business requirements by ensuring strategic replenishment of staff members through self-directed training (85% self-initiated and 15% company training).

Competitive Resources | CMC Energy Services, Massachusetts

Quality Assurance and Quality Control Inspector (2011 to 2014)

Inspected 5000+ residential homes as well as led commercial and multifamily projects along with low-income programs for utility administered energy efficiency initiatives.

Built relationship with vendors, subcontractors, agencies, and home performance contractors. Conducted field research, and reported findings to program administrators at utilities, including National Grid, NStar, Western MA Electric, Cape Light Compact, Bay StateGas, Berkshire Gas, New England Gas, and Unitil. Ensured accuracy of measures by performing on-site verifications, including lighting and controls, motors, compressed air systems, HVAC systems, variable speed drives, and custom projects. Contributed in developing partnerships with electrical distributors to offer discounted pricing on LED directional lamps and reduced-wattage linear fluorescent lamps to the design community, architects, contractors, and commercial lighting customers.

Selected Contributions:

- Involved in multiple inspections, including Small Business QA, 48 Hour Service QA, Upstream Lighting Initiative QA, MFHR (Multifamily High Rise) QA, and Cape Light Compact C&I QA.
- Led QC and program outreach during eight years of MASSAVE involvement, whereas MASSAVE paralleled those eight years of being the nations #1 state in energy efficiency programs.
- Conducted 5% post inspections for Massachusetts and Rhode Island by scheduling appointments with customers as well as entered inspections into the database, and created reports on each PA need.
- Supported by detailed reports and pictures all in adequacies, found in the field.

Merrill Lynch, Massachusetts

Financial Advisor (2008 to 2009)

Initiated and led strategic plans to achieve significant improvement in investment management, sales, and new client retention.

Assisted teams of 120+ to attain high customer satisfaction scores on surveys by setting realistic expectations, outlying strategy, and defining financial impact of scores in relation to resource investment and profitability. Maintained relationship with executive management to effectively deliver reports and receive mentorship. Assessed client needs, and recommended investment products and services based on client requirements.

Selected Contributions:

- Migrated new business to the company by encouraging longtime customers and clients to pursue investments, which enabled the company to secure \$500k+ of new customer investment pre-licensing.

Additional experience as project consultant, branch manager, call center leadership and branch manager within the areas of project management, consultancy, call center management, and branch operations management at high growth organizations.

Education and Credentials

Master of Business Administration (MBA) • Southern New Hampshire University, Manchester, NH

Bachelor of Arts • Plymouth State University, Plymouth, NH

Certifications: Building Performance Institute, Building Analyst and Envelope Certified

Licenses: Real Estate Salespersons License, New Hampshire Real Estate Commission | Real Estate Salesperson License, Division of Professional Licensure – Massachusetts | Real Estate Appraisal, Member, MBREA, Massachusetts