

RELENTLESS PERFORMER PROVIDING "OUT OF THE BOX" SOLUTIONS
SOLUTION SALES & MANAGEMENT SPECIALIST

Accomplished, energetic, and goal-driven professional with over 20 years of determined experience in various fields of Real Estate, Management, Business Operations, and Sales. A highly skilled closer with the distinction of being not only the #1 Buick Salesman in the USA but also a sales leader at each job position held. Accomplished in feasibility analysis and project planning for large commercial projects. A talent at maximizing sales through needs identification and consultative sales techniques. Superior multi-tasking skills in a fast paced environment which produce **results** through excellent interpersonal skills and an ability to communicate and collaborate effectively with people at all levels.

CORE COMPETENCIES

- ❖ **Real Estate Principles-** Strong knowledge of real estate investment principles, feasibility & best use studies, commercial development, and pricing theory. Assisted numerous investors in real estate acquisition and disposition of properties from \$5 million to \$500 million.
- ❖ **Sales and Marketing-** Embraces the principles and methods of consultative selling while demonstrating and promoting products or services. Not only a believer in personal and social networking but develops unique marketing strategy and tactics, sales strategies, and sales control systems to ensure success.
- ❖ **Corporate Alliance and Contract Negotiations-** Proving a strong history of strategic alliance by developing new relationships with fortune 1000 corporations through fortune 500 for various employers.
- ❖ **Social Media and Internet Marketing-** Fully versed in Website development, HTML, JavaScript, Php. Photoshop, and other programs. Skilled at creating a full branding package from website, collateral materials, and marketing campaigns. Have developed numerous major programs and websites as listed on resume website: www.explorethepossibilities.info.
- ❖ **Business Operations and Management-** Superior success accomplished through knowledge of business, accounting, and management principles involved in strategic planning, resource allocation, and business modeling. Excellent leadership techniques, project management, and training of sales teams with an ability to apply those principles in a manner that motivates and drives an organization to reach beyond its goals and objectives.
- ❖ **Sales and Marketing-** Embraces the principles and methods for demonstrating, promoting, and consultative selling products or services including marketing strategy and tactics, sales strategies, and sales control systems. Comfortable in employing this knowledge in a manner that ensures increased market share as well as the opening of new markets.

BEATTHEBANK ■ San Diego, CA

PRINCIPAL

09/2010 – 06/2016

- ❖ Provided feasibility and best use studies, negotiated acquisitions, and created development strategies and budgets for developers and investors.

VTG COMMUNICATIONS ■ Vista, CA

CHIEF STRATEGY OFFICER

12/2013 – 11/2015

- Developed corporate strategies for five major corporate initiatives in Military, Bitcoin, Gamification, A new High Speed Transmission Technology, and Capital Raise Opportunities.
- Formed six significant Corporate Alliances in telecom which opened up a large number of corporate opportunities.
- Drafted legal contracts for corporate counsel.
- Identified and developed business plan for new opportunities in the communication industry.

Accomplishments: Developed and Negotiated wireless service opportunity between the US Navy and T-Mobile.

W PARTNERS INVESTMENTS ■ San Diego, CA

DIRECTOR OF ACQUISITIONS

12/2012 – 10/2013

- Provided closing for twenty field reps throughout Southern California.
- Negotiated sale of property, developed sales strategy, and drafted contracts.
- Provided solutions and counseling to clients with great customer satisfaction.

Accomplishments: Generated \$500K in net profits the first half of 2013 from a capital \$320,000 infusion.

WHOLE SALE DIRECT REAL ESTATE FORECLOSURE PREVENTION CENTER ■ San Diego, CA

SENIOR SHORT SALE ORIGINATOR

4/2011 – 11/2012

- Generated a pipeline of clients as call center agent.
- Provided counseling for 100 to 200 clients per week with the generation of 8 to 10 short sale deals per month.
- Stopped numerous sales, offered solutions and counseling to hundreds of clients with great customer satisfaction.

Accomplishments: Ranked in the top positions generating between \$60,000 and \$100,000 revenue month.

MOSSY, PACIFIC BEACH ■ San Diego, CA

INTERNET SALES MANAGER

3/2010-3/2011

- Developed customer relationships through the entire sales process of lead management, needs communication, appointment setting, meet-and-greet, product selection, sales presentation, and customer write-up/commitment.

BOB FAULIS

Mobile: 760 212 3729

✉ BobFaulis@gmail.com

www.explorethepossibilities.info

Password: com313

STRESSEDASSETS CORP ■ Henderson, NV – company closed due to freeze in capital flow in the USA

DIRECTOR OF CAPITAL RAISE

9/2006-1/2010

- Organized a team of finance professionals to raise capital, identify investment opportunities, & negotiate successful business deals
- Obtained Off Market Listings for major real estate holdings in New York and Florida for Afri Group.
- Performed numerous negotiations with investors and sellers for high dollar transactions.

Accomplishments: Obtained exclusive listings from Real Estate Investment Corporation with \$100 billion in holdings.

PACIFIC CAPITAL MORTGAGE ■ San Diego, CA – Company downsized to solo owner operation

SENIOR LOAN ORIGINATOR

9/2006 – 10/2008

- Generated a pipeline of clients through electronic as well as brick and mortar advertising.
- As part of a promotional campaign, I led a speaker's tour of four professionals in the real estate industry.
- Provided seminars on real estate investment and finance.

Accomplishments: Represented a high-net-worth international investor in the negotiation of major purchases

CLICK2BOOST CORP ■ Los Angeles, CA – company closed

DIRECTOR OF NATIONAL SALES & STRATEGIC ALLIANCE

8/2004 – 9/2006

- 1st employee providing structure for major Internet Startup
- Developed sales strategies & operational procedures for incoming staff.
- Cultivated many close relationships w/ major Internet corporations, drafted & negotiated contracts.
- Developed PR & collaterals

VARIOUS GENERAL MOTORS FRANCHISES ■ LOS ANGELES, CA

GENERAL MANAGER AND SALES DIRECTOR

- Attained substantial closing ratio (85%+).
- Developed accounts with area businesses, govt. agencies, institutions and rental companies through extensive direct mail, telemarketing, cold calling and relationship building.
- Opened a store as GM and increased sales three times over previous operation.

Accomplishments: Achieved status of #1 Retail Buick Salesman in U.S. for three years

NETWORLD BUSINESS RESOURCES ■ La Mirada, Ca

SYSTEM ANALYST, PROGRAMMING, AND BUSINESS SALES AND OPERATIONS

- Designed a marketing program for rollout of an electronic commerce package.
- Successfully marketed the computerized network to assist all aspects of product and service procurement to venture capitalists, area cities and counties, major corporations, and governmental agencies.
- Successfully marketed the computerized network to assist all aspects of product and service procurement to venture capitalists, area cities and counties, major corporations, and governmental agencies.
- Duties included contract negotiation, business partner development, and management of a programming staff, sales staffing and training

EDUCATIONAL BACKGROUND

Bachelor of Arts : Chemistry / Psychology

- UNIVERSITY OF PENNSYLVANIA ■ Philadelphia, PA
- CALIFORNIA STATE UNIVERSITY ■ Long Beach, CA
- DEGREES: BACHELORS OF ARTS IN CHEMISTRY AND PSYCHOLOGY
- TWO YEAR ARMY ROTC SCHOLARSHIP

PROFESSIONAL TRAININGS

- CALIFORNIA REAL ESTATE LICENSE – 20 YEARS #01215102
- CERTIFIED FRANCHISE SALES AND RENTAL OPERATIONS, U-SAVE RENTAL MANAGEMENT CENTER
- GRADUATED FROM THE GENERAL MOTORS UNIVERSITY FOR AUTOMOTIVE MANAGEMENT, OBTAINING TRAINING IN NEW THEORIES OF CUSTOMER ORIENTED SALES TECHNIQUES AND MANAGEMENT- SOLUTION SELLING.

SOFTWARE COMPETENCY

WORD ■ EXCEL ■ POWERPOINT ■ ACCESS ■ PACER ■ ADOBE ACROBAT
PHOTOSHOP ■ CRM SYSTEMS ■ SOCIAL MEDIA ■ WEBSITE DEV