

MIKE HAGEL
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SUMMARY OF QUALIFICATIONS

- * 17 years of experience in new and existing home sales.
- * Extensive sales training by Myers Barnes and Jeff Shore among others.
- * Consistently recognized as a Top Producer with numerous awards for sales volume.
- * Extensive cross-training with multiple departments including mortgage lending, construction project management, marketing, accounting, design, budget, and vendor relations.
- * Effective working alone or as a cooperative team member.
- * Four years of military training and experience.
- * Always Professional in appearance and presentation.

RELEVANT SKILLS

- * Extensive knowledge of Software Systems such as Buzzsaw, Appwright, Aspect, Sales Force, Word, Excel, Power Point, and Outlook.
- * Sales Training and mentoring new agents has been a rewarding and ongoing assignment for me for a number of years.
- * Though obviously more comfortable being in sales, has often been asked to step-up and shift gears to manage a team during transition periods with new home builders.
- * Attitude is Everything! If you have the desire, anything is possible. It may not be a skill, but possessing a natural positive attitude combined with the learned skill of setting and exceeding goals has lead me farther than I thought possible.

EMPLOYMENT HISTORY

August 2011 to Present
Coldwell Banker The Amelia Group
Realtor/Broker-Associate
Claudia Watts Team Member (her and I only members).

#1 Selling Team for 2015 and 2013 in the County, #2 Selling Team for 2012 and top 3 in 2014, 2016. **Lead 2015 by a wide margin with a team effort of \$34.6M in YTD sales, \$29.3M in 2016.** Assist buyers and sellers with residential and investment property purchases and sales. Prospecting for new clients and generating leads is main responsibility. This position is 100% commission.

December 2007 to August 2011
MDC Corporation/Richmond American Homes
Assistant Sales Manager/Lead Sales Associate/Sales Representative

Responsible for sales and marketing of builder products and services in assigned communities. Responsible for operating a store-business and being in charge of its sales, marketing, and profitability in each assigned area. A task achieved by developing and maintaining business relationships with Realtors, prospecting for new customers, and being involved in community and professional organizations. Later, was also tasked with the sales training of the entire sales force in our division. This position was 100% commission.

January 1997 to December 2007
SEDA Construction Company
Sales Manager/Sales Associate

Identical to responsibilities listed above at MDC Corp, with the added role of sales manager during the 2005-2006 timeframe. Stepped in to management role during a time of crisis for this local company and switched gears completely to perform functions of personnel management, training, and HR as well as head of the marketing department. Upon the healthy return of founder, relinquished this role and went back to working strictly sales. This position was 100% commission except during the management period.

January 1991 to January 1995
U.S. Navy
Yeoman, E-5

Duties included but not limited to general administrative activities such as correspondence, record keeping, customer service, personnel reports, and planning. Additionally trained along with all personnel aboard ship to combat fires, perform CPR, fire weapons, stand watch, and maintain military bearing.

EDUCATION

University of Phoenix, Jacksonville, FL, B.S. Degree in Marketing, 2004
University of North Florida, Business School, 2002
Florida Community College at Jacksonville, A.A. Degree, 1997
Florida Real Estate Broker's Licensing and Continuing Education
Yeoman "A" School, Naval Air Station, Meridian, MS
White Bear Lake High School Diploma, White Bear Lake, MN

COMMUNITY AFFILIATIONS

Program Director/Coach, Amelia Island Jeff Galloway Marathon Training Program
President, Amelia Island Runners
Member, Amelia Island Nassau County Association of Realtors
Member, Northeast Florida Builders Association
Member, Sales and Marketing Council
Honorably Discharged from United States Navy

FINAL THOUGHT

I'm proud to have only worked for 3 organizations in the past 17 years. In an industry where turnover is frequent, having the right skills and attitude is key to a successful career.