

**Kerry Johnson**  
Success Realty Inc.  
801-427-2206  
Kerry@SuccessRealtyInc.com

## **SUMMARY OF QUALIFICATIONS**

Detailed, results-oriented residential real estate broker with over twelve years of experience representing the local community in the purchase and sale of real estate. Experienced in managing staff and employees at all levels. Proposed and executed more effective methods for clothing and non-clothing processing and delivery for retail and special needs. Interfaced with local businesses and community leaders.

## **PROFESSIONAL EXPERIENCE & SKILLS**

### **Management & Operations**

- Currently write, negotiate, and execute real estate contracts, as well as interface with builders, inspectors, and financing companies.
- Managed all store operations including sales and expenses, production, and training.
- Successfully implemented cash management procedures.
- Improved merchandise inventory and quality control levels.
- Coordinated weekly fulfillment orders received from branch stores. Responsible for purchasing and receiving of all new merchandise, supplies, and donations.

### **Leadership & Organizational Development**

- Coordinated with local church groups to provide volunteers and other services.
- Supervised the training of disabled and other special-needs employees to help them become more independent.
- Negotiated with local businesses to hire my employees trained for specific jobs.
- Implemented procedures to enhance employee interaction and improve morale.

### **Teaching**

- Taught English classes at the California Institute of English, Santa Cruz, Bolivia.
- Taught Spanish to foreigners living in Santa Cruz, Bolivia.
- Tutored students taking English classes at Rick's College, Rexburg, Idaho.

## **EDUCATION**

**Master of Business Administration**, University of Phoenix, Utah branch.

**Bachelor of Science, Business Administration**, University of Phoenix, Utah branch.

**Marketing Emphasis**, University of Phoenix, Utah branch.

**“Winning Through Customer Service”** training, Utah Valley State College, Orem, Utah.

**Senior Real Estate Specialist**, Realtor University.

**Accredited Buyer Representative**, real estate designation, Utah.

**e-PRO**, electronic proficiency, real estate designation, Utah

**Graduate, Realtor Institute**, real estate designation, Utah.

**Real Estate Broker Licensing**, Stringham Real Estate School, Murray, Utah.

**Real Estate Sales Licensing**, Stringham Real Estate School, Murray, Utah.