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Trinidad & Tobago, W.I.



SENIOR BROKER/DIRECTOR (OCTOBER 2017-PRESENT)
CEN-TRIN REAL ESTATE MANAGEMENT SERVICES LIMITED

SUMMARY

Dynamic and results-focused real estate broker with 5 years of knowledgeable housing development, property management, residential and commercial sales/leasing. Leading the company to be nominated “Fastest Growing Real Estate Brokers – Trinidad and Tobago 2021” with International Finance Awards.

SKILLS

- 85% success rate in negotiating property sales between buyers and sellers.
- Managed and oversaw monthly operations, maintenance, administration activities involving tenants, sub-contractors and property management of residential & commercial properties.
- Consulted and maintained in-depth knowledge of real estate law, Co-Brokage policies and international agreement contract documentation.
- Proficient in FIU compliance and diligent Know Your Customer policies leads the company internal administration services.
- Efficient and professionally trained customer service with implementation of specially designed lead generation CRM digital software.
- Coordinating and managing client’s expectations with matching economic qualification; increasing sales by 15%.
- Promotion of properties through social media, printed media, open houses and listing services.
- Trusted comparative market analysis advice to estimate property market value, re-investment value and competition through consistent evaluation of the real estate market.
- Experienced agent in negotiating price, terms and assist in transaction closing.
- Mediated negotiations between buyers and sellers.
- Efficient individual and team lead management with innovative thinking to ensure consistent success in transactions.
- Engaging communicator focused on long term and trusting relationships with decision makers and clients.

SUMMARY

As a founding member and Vice President, professionalism, maintaining high standards of ethics and integrity in the real estate industry and amongst its practitioners are always at the forefront agenda. The continuous improvement through education to uplift the level of service provided by real estate practitioners, and the continued support of building capacity of the vibrant membership of the association has always been the focus.

SKILLS

- Consultation & networking of the association membership of residential and commercial brokers, salespeople, property managers, appraisers, counselors, and others engaged in the real estate industry.
- Empowerment of the membership to preserve, protect equality regardless of race, ethnicity, gender, religion, age, sexual orientation, gender identity, disability, national origin, socioeconomic status, political affiliation or any other qualities by which we may define ourselves.
- Coordinate education providers, affiliates and other real estate entities educational offering to benefit of the membership.
- Advocate local and government support on the behalf of the membership on matters that affect the real estate industry.

SUMMARY

Property Tax Consultancy Limited (PTC) was founded by a team of industry-leading professional in the real estate and valuation industry. A professional consultancy agency that specializes in property tax valuation for fair and accurate assessments, as well as strategic recommendations on how to present findings to Ministry of Finance: Valuation Division.

SKILLS

- Management of a professional team including Chartered Valuation Surveyors, professional real estate agents, trained valuation road officers, Attorney at Law and experienced administrative support that will compile data, prepare fillings, handle negotiations and appeals.
- High quality, accurate, reliable, competent property assessment service provider.
- Networking of property tax professionals to assist clients to develop strategy and manage property tax assessments with tailored solutions.

**VICE PRESIDENT (JANUARY 2014-PRESENT)
CUNUPIA BUSINESS CHAMBER**



SUMMARY

The Cunupia Business Chamber is a non-profit organization since 2014, promoting and supporting business and community projects in the district of Cunupia. The vision of strength of partnerships and advocacy efforts but also gives our members an insight and access to the development programs, funding and networking tools that are made available for businesses both locally and internationally.

SKILLS

- Fostering discipline, social responsibility initiatives to build strong characteristics through education, sports and culture for the realization of their full potential to become responsible citizens and leaders.
- Advisory consultant to the Chamber; as it seeks to offer a network of shared business experience and resources to advise members in the operation of their business as and when might be requested or appropriate.
- Coordination of education programs; as the Chamber acknowledges education as the key to any successful community and seeks to promote the holistic development of the community and reformation of society by support of programs and organizations focused on academic and vocational development.
- Coordination of entrepreneurship initiatives; as the Chamber seek to promote entrepreneurship, growth and development of businesses, especially those in the micro and small business spheres.
- Promotion and support of community development projects; as the Chamber seeks to influence or bring about positive changes to the community by providing a central body for the administration, research and support of sub-committees.



**GENERAL SECRETARY (SEPTEMBER 2007-DECEMBER 2009)
TRINIDAD & TOBAGO ASSOCIATION OF MEDIA ENTERTAINMENT (TTAME)**

SUMMARY

Appointed General Secretary / Spokesman of TTAME in period of fear of closure of DVD Entertainment in Trinidad & Tobago. This lobby and management association was responsible for the continued operation of all DVD media entertainment businesses to remain operational in Trinidad & Tobago.

SKILLS

- Negotiator for dialogue with all stakeholders for continued existence of DVD entertainment industry including a Jamaican Company CARIHOME, TTCO a copyright organization and the government representatives.
- Lobbyist and consultant on Copyright Amendment Act 2008, preventing the closure of all video clubs in T&T.
- Coordinating all video club owners under one association and collectively negotiated for dialogue with stakeholders.



**PROJECT MANAGER (AUGUST 2009-PRESENT)
ARTIST COALITION OF TRINIDAD & TOBAGO (ACTT)**

SUMMARY

Project Manager of umbrella body to represent the artists of Trinidad & Tobago and their interests. This association is to promote the rights of Local Artist and their need for representation in the local entertainment Industry.

SKILLS

- Managed a project proposal for Project Memory: a methodology and unit for the retrieval, storage, documentation and curation of T&T's dying Golden Age Legacy.
- Consultant and advisor on The Draft National Cultural Policy Document- 45 years outstanding national consultation.
- Lobbyist for construction and maintenance of multi-billion dollar cultural complexes controlled by the government - 3 Arts Academies, 2 Performing Arts Centers, Museums, and 200 Community Centers.



**DIRECTOR / OWNER (2006-PRESENT)
GAMES & GADGETS / MILLENNIUM SOURCING LIMITED – THE FALLS, WESTMALL.**

PROFESSIONAL TRAINING

PROFESSIONAL AFFILIATIONS

AWARDS & NOMINATIONS

Trinidad & Tobago Police Service & Single Father's Association of Trinidad & Tobago Benevolence Awards	2018
Chaguanas Borough Corporation Commitment & Service	2019
International Finance Awards "Fastest Growing Real Estate Brokers – Trinidad and Tobago 2021"	2021

COMMUNITY SERVICE

Single Father's Association of Trinidad & Tobago Consultant & Administration Assistant.	2010-Present
Ryu Dan Dojo Steering Committee Executive.	2021-Present
Resistance & Prevention Program (RAPP) Crime Reduction Officer (PADF)	2018-2019

LANGUAGES

English: Native Language

Spanish: Intermediate Listener and Novice Speaker.

COMPUTER SKILLS

SKILLS

- Proficient in HTML coding
- Proficient with Microsoft Word, Excel and PowerPoint
- Thorough understanding of social media and social media analytics
- Knowledge of SEO techniques
- Skilled in website troubleshooting
- Proficient in Adobe Photoshop

OTHER

Legacy project "**Cunupia Community Education & Sporting Facility**"