

Jim Scali

General work experience - Sales for high end New Construction, remodels and development opportunities

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I have built so many beautiful homes and condos all over New England. It's my top professional passion and I love it. I found and bought the land in some of the best locations on the ocean, lakes, beautiful cities and even cape cod. My experiences plus my sales abilities helped me to sell all the spec homes that I built. The price range for the homes that I built was in the \$500,000 to \$2,000,000 range. It's now time for me to use all my knowledge and experience to help sell high end homes and construction services and to be part of a great company in SW Florida. Preferably Naples.

Willing to relocate: Anywhere

Authorized to work in the US for any employer

Work Experience

Sales Licensed Realtor/Contractor - New Home design & build

Homefront Realty LLC & Finestpros.com llc - Boston, MA

May 2002 to Present

Work Experience

RE Developer and licensed Realtor

Ma Licensed - Boston, MA. May 2009 to Present

My extensive development and impressive site work experience includes a wide range of job site work including but not limited to surveying, engineering, excavation, foundation work, utilities to the site, frame to Finish including electrical, mechanical, HVAC, pavement, landscaping and other general development and construction requirements.

My High end home design projects both large and small were built all-over New England from Cape Cod up through the coast of Maine. I'd buy the land with a vision and complete the build out.

Getting the permits, dealing with the towns and board meetings, also storm water drainage, environmental and wetland issues etc. excavation, foundations, framing, siding, roofing, windows and doors... and everything else to get things built and completed as planned.

Owner

JPS Development

2000 to 2009

Jps Development, a new home construction, development, design & build company. We bought land in Ma, Nh and Me and developed it from start to finish. The largest project we did was a 23-condo project in Kennebunk Maine on Route 1. We bought the land, permitted the project and sold it. Many any other projects were done as well including an 8-lot subdivision on the beautiful seacoast of Maine and a smaller

3 lot sub-division project on the lake in Wolfeboro, New Hampshire. I've built on Cape Cod and have completed several new home projects in the seaport city of Newburyport and Newbury, Ma. Managing, multi-tasking the process for several projects from start to finish is a special skill set of mine.

New England Regional Account Manager

Home Buyers Warranty - Boston, MA

1995 to 2000

I sold to General contractors and Builders. We provided an insurance/warranty for builders to offer to their new homebuyers for 2 years on the workmanship and 10 years on the structural aspects of their new home purchase. I grew the business and established good working relationships with existing and new Builders all over New England both large and small. I did presentations at the Builder Association meetings throughout New England.

A Southern California Communications-based Company Co-owner and Salesman

Media Replication - Camarillo, CA

1985 to 1995

It was my company and we duplicated videos for the studios and private companies. We had a 6000 sq ft facility. We packaged and shipped all the product in house. I had that company for 8 years before I sold it.

Education

Associate in Communications in Communications

Emerson College Boston

Associates degree in 2 years

Communications Lyndon College Lyndonville

Ma Real Estate license

Contractors license in Ma

Skills

- Property development and Construction project management (15 years)

My experience is in professional new construction management. Proficient with MS office suite. I understand how to and also what it takes to start and finish any project on time, on budget with a quality finished product in the end.

- Property Management (10+ years)
- Presentation Skills (10+ years)
- Remodeling (10+ years)
- CRM Software (10+ years)
- Landscape Maintenance
- Account Management
- Contract Negotiation
- Business Development

- Market Analysis
- Outside Sales
- Forecasting
- Customer Relationship Management
- Market Research
- Sales Management
- Social Media Management
- Pricing
- Salesforce
- Branding
- The best closing skills. (10+ years)
- Email Marketing
- Marketing

Assessments

Sales: Influence & Negotiation — Proficient

April 2020

Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals.

Full results: [Proficient](#)

Project Timeline Management — Proficient

March 2020

Prioritizing and allocating time to effectively achieve project deliverables

Full results: [Proficient](#)

Work Style: Conscientiousness — Highly Proficient

July 2019

Measures a candidate's tendency to be rule-abiding, well-organized, hard-working, confident, and think before acting.

Full results: [Highly Proficient](#)

Indeed Assessments provides skills tests that are not indicative of a license or certification, or continued development in any professional field.

Additional Information

I'm a professional sales person experienced in New Home construction, remodels and real estate selling of homes that I designed and built. I listen to what the buyer(s) wants and needs are and deliver the quality products and services. I always strive for on time and on budget aside from change orders.