cíndy Marvin-Johnson

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Qualifications

For the last 25 years I have had extensive exposure to virtually every area of real estate sales and finance. I have consistently been a top producer as both a mortgage loan officer and real estate agent, displaying an aptitude for sales. Before that, I had 6 years experience coordinating teams of people to complete major projects for one of the largest companies in the world. I have excellent people skills, relating well with customers as well as co-workers, and in a supervisory role with employees. I have demonstrated the ability to manage not only my own production, but also the work of others. I am an excellent problem solver and have consistently shown an ability to develop creative solutions that please the customer and are profitable for the companies I have represented. Since 2010, I have developed extensive knowledge in Search Engine Optimization, Social Media and other facets of Internet Marketing.

Education

1984 Bachelors of Business Administration, Western Michigan University

Employment Experience

1984-1990 Information Systems Implementation and Administration, Electronic Data Systems

I was responsible for the customer service and training for major computer systems implementation, including the management of a 3-year project to implement a new Accounts Payable System for General Motors throughout the state of Michigan, reporting to top management at both EDS and GM.

1990-1995 Real Estate Agent, RE/MAX Advantage

Beginning my first full year, I consistently produced in the top 10% of all agents.

1996-1997 Regional Manager, Primerica Financial Services

I was responsible for recruiting, training and managing a team of agents marketing loans, life insurance and investments to the general public. Licenses: Life & Health, Series 6, Series 63.

1997-2000 Mortgage Loan Professional, Grand Rapids Michigan

I was an independent loan officer responsible for originating, processing and closing mortgage loans.

2000-2003 Branch Manager, America's Mortgage Broker

As branch manager, I was responsible for all aspects of management from hiring and supervision of employees, to cost management and vendor relations.

2008-2010 Licensed Financial Specialist / Mortgage Professional, Wachovia Bank a Wells Fargo Company

As Financial Specialist, I was responsible for sales production of all financial products within the branch, effectively coordinating these efforts with other partners in the bank.

2010-2012 Manager/Owner, Expanded Vision Marketing

Our company inspected approximately 1500 houses monthly for up to 12 banks, determining occupancy and condition. I coordinated the orders, managed and created routes for several employees, and reported findings to the banks in a timely fashion.

2010-NOW Partner, On-Target SEO

Our company develops websites and helps them get found on the internet through SEO, Pay-Per-Click advertising, Local Listing Optimization, Social Media Marketing and Website Conversion Optimization.

2015-NOW Real Estate Advisor, Ocala Florida.

Using everything I have learned from banking and mortgage lending to internet marketing, I help real estate clients achieve their objective, maximizing their proceeds and minimizing stress.