

PETER J. PACETTI

2325 Nagawicka Dr. – Hartland, WI – (414) 255-2277
pete@edgewaterro.com

PROFILE

I am a goal-directed, results-oriented professional with a strong technical background. I possess excellent communications and listening skills. I am adaptable, self-motivated with high energy, initiative and focus. Through my years in sales, I have developed the ability to listen and identify issues and problem areas and form solutions. My areas of strength include.

- Comprehensive Technical Knowledge
- Problem Solving / Decision Making
- Communication / Negotiation
- Assertive / Adaptable

EXPERIENCE

BUSINESS OWNER (2/10 – Present)

Edgewater Real Estate, Milwaukee, WI

Own, manage and operate 21 properties (650 units) in the Milwaukee area. Oversee all aspects of the day- to-day operation.

- Manage 24 employees (3-office, 5-maintenance, 16- building managers)
- Determine necessary improvements for renting apartments
- Coordinate contractors for capital improvements
- Negotiate contracts and pricing
- Deal with tenant concerns

BUSINESS OWNER (9/03 – 2010)

Pacetti Electric LLC, Waukesha, WI

Successfully established a commercial and residential electrical business that focuses on both new construction and remodeling.

- Establish and maintain relationships with contractors in the four county area
- Negotiate and sell all contracts
- Oversee production on each job

BUSINESS OWNER (9/05 – 2010)

CPC Reality, Milwaukee, WI

Purchase multi-family buildings in the Milwaukee area. Provide clean and well-maintained buildings for our tenants.

- Deal with tenant concerns
- Determine necessary improvements for renting apartments
- Coordinate contractors
- Negotiate contracts and pricing

DEPARTMENT MANAGER (8/91 – 9/03)

Pieper Electric, Milwaukee, WI

Managed a commercial/residential department that consisted of 5-8 journeymen.

- Creating new accounts
- Generate all bids and sell all contracts
- Oversee job production and order all materials
- Manage overhead and expenses to stay within yearly budget

Journeyman/Apprentice (4/96 – 8/91)

Spring City Electric, Waukesha, WI

Assisted journeymen on the job with all tasks required for installing product and servicing for the customer.

- Running jobs in second year of my apprenticeship
- Operated all shop equipment- bobcat, dump truck, trencher, EST.
- Completed apprenticeship program

Sales Representative (6/94 – 8/96)

McCoy Contractors, Milwaukee, WI

Successfully sell basement waterproofing and general contracting needs to newly developed customers and existing customers.

- Use existing database to generate leads on additional services that are provided by the general contracting division.
- Develop new and effective marketing strategies to generate new customers
- Generate quotes and sell customer
- Maintain excellent customer relations

Sales Representative (7/93 – 6/94)

Cintas Uniforms, New Berlin, WI

Provide uniform service and related products for the entire Milwaukee area.

- Create a need and demonstrate an effective solution.
- Develop new and effective marketing strategies to generate new customers
- Maintain excellent customer relations

Sales Representative (2/91 – 7/93)

Lanier Copiers, New Berlin, WI

- Use cold calling and telemarketing to develop contacts
- Evaluate current needs and demonstrate new solutions
- Maintain excellent customer relations
- Top Student Award
- Top sale 1st Quarter Award

EDUCATION

Bachelor of Business Administration, Marketing (graduated 1991)

University of Wisconsin-Whitewater, Whitewater, WI G.P.A = 3.33

New Berlin Eisenhower, New Berlin, WI

PROFESSIONAL LICENSE

Wisconsin Master Electrical License