

Mitchell P. Ferraro

• Kenosha, WI 53144 •

Personal Profile

- Co-owns and operates multiple real estate businesses that focus on residential renovation and leasing in Wisconsin and Tennessee.
- Licensed real estate agent in the state of Wisconsin. Holds license with a local real estate brokerage, Welcome Home Real Estate Group.
- Created and runs one of the largest networking groups for residential real estate investing in Southeastern Wisconsin, called: Southeastern Wisconsin Real Estate Investing Group.

Education

University of Wisconsin - Milwaukee

May 2009, Bachelors of Health Sciences - Kinesiology | Minor – Business Administration

Experience

Professional Experience

Family Legacy Real Estate, Co-Owner, May 2015 – Present

- Responsible for overall success of the business
 - Tracks and follows up with all leads that come into the CRM system
 - Analyzes all deals that progress to the “In-Person Meeting” stage in the sales process
 - Works with sellers, on multiple solutions, so we can either buy their home directly or help sell their home on the open market
 - Coordinates all transactions from the moment properties go under contract all the way through closing in a timely, proficient, and professional manner
- Leads weekly meetings on progression of business
- Works directly with property management companies to maintain and strategize personal rental portfolio
- Manages short term rental properties through AirBnb & VRBO platforms
 - Works directly with guests that stay with us in Gatlinburg, Tennessee cabins
- Develops and leads all marketing strategies for finding properties in Southeastern Wisconsin that need to be sold
- Creates all scopes of work, payment schedules, and timelines for all property rehabilitation projects
- Works directly with all contractors that are performing rehabilitation on any properties

Professional Experience

Welcome Home Real Estate Group, Licensed Real Estate Agent, December 2015 – Present

- Coordinates all transactions for clients from the point of listing their home to closing in a timely, proficient, and professional manner
 - Helps sellers find the best solution for selling their home
 - Performs and explains market analysis for all sellers
 - Creates all contracts that are needed to sell a property in the State of Wisconsin
 - Negotiates all sales for clients that are selling their home

Professional Experience

Quad/Graphics, Sales Representative, January 2009 – May 2015

- Supported sales by focusing on the management of customer orders from development through the start of production
- Regularly communicated with clients and with Quad/Graphics internal order management departments in addition to sales staff to promote and guarantee successful sales
- Proactively marketed specific programs that were running within the Custom Products sales department
- Priced out quotes through company's Planner system that were requested by Sales
- Responsible for building and maintaining hiring manager relationships, prescreening qualified candidates, and on boarding new hires; utilizing the Applicant Tracking System
- Responsible for qualifying leads and documenting them in the CRM system
- Provided logistical quotes to internal departments that were shipping product from one location to another

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Affiliations

1. United Way of Kenosha County – Board Member
2. Building Our Future – Leadership Table Member
3. Welcome Home Real Estate Group – Independent Contractor
4. Southeastern Wisconsin Real Estate Investors Group – Co-Creator
5. Kenosha.com – Content Creator
6. Ryan Knight Memorial – Co-Creator
7. National Association of Realtors – Member
8. Wisconsin Realtors Association – Member
9. Southshore Realtors Association – Member
10. Multiple Listing Services (MLS) - Member

Kenosha County Eye