
Re: Resumes

1 message

John Exnicios [redacted]
To: Heather Diebold <diebold_hl@hammond.org>

Tue, Jun 25, 2024 at 1:59 PM

Hi Heather,

I don't currently have a Resume on Hand.
This is my back ground...

Attended SELU
BA Marketing 2004
MBA 2006

Currently I'm the operating partner of Berkshire Hathaway Home Services and the Team Leader of the Exnicios Group where our office is located in the Hammond Historic district. Our Real estate Team is recognized by New Orleans City Business as top 50 in sales for the least 3 years. We service the New Orleans and Baton Rouge Metro areas with a strong focus in Hammond. We have assisted our clients in the purchase and selling of Historic Properties such as Hammond's Central Rexall abuilding and we are currently listing the Historic Francis Benjamin Johnston house located in the French quarter.

I'm a licensed Realtor for the past 15 years where I began my career working for a production builder as the top salesman for DSLD Homes. This experience gave me the understanding of the residential building process. I'm an active Real estate investor owning multiple properties in Louisiana and Mississippi. I have personally restored the "Cate House" which is my current residence and is located within the historic district and also on the national registry . This home had been uninhabited since the 1960s. I have also purchased and restored a commercial mixed use building at 221 west Thomas located in Hammonds Historic district as well.

I currently serve as the Chairman of Hammonds Downtown Development district, chairman of the Hammond Farmers market, and am a Hammond historic district board member.

John Exnicios-BHHS, Preferred Realtors

[Large redacted area]

John Exnicios, III

Hammond, LA 70401

PROFILE

Experienced, performance driven real estate professional with a demonstrated history of high production in the real estate industry. Real Estate investor and entrepreneur with significant presence in the Hammond, LA area. Resourceful and well-versed in branding and building impactful teams to quickly drive market awareness and development of loyal clientele.

CORE COMPETENCIES

- Real Estate
- Strategic Planning
- Client Relations
- Cross-functional partnerships
- Sales
- Visionary
- Negotiation
- Transformation Leadership
- Recruiting

EXPERIENCE

Keller Williams Realty Services - Mandeville/Hammond, LA

CEO and Listing/Buyer Specialist of the Exnicios Group – (2015- Present)

- Management and expansion of a team of realtors and administrative professionals
- Consistent sales production in the top 5% of the New Orleans Metropolitan area
- Over 15 million in sales volume since 2017
- Lead generation and client care

Keller Williams First Choice – Prairieville, LA

Team Leader - (2014 – 2015)

- Recruited agents to local franchise
- Trained realtors and ran sales meetings
- Hired and lead administrative personnel
- Hosted and lead board meetings

DSLH Homes LLC – Ponchatoula, LA

Realtor/Sales Agent (2010 – 2014)

- #1 salesperson at DSLH Homes in 2013 with 91 homes sold
- Accomplished exceeding nine million in sales annually 2011 to 2014
- Review and execute Louisiana Real Estate Commission contracts
- Guided clients through the six-month process of building while maintaining superior customer satisfaction surveys

Anixter – Greater New Orleans Area

- Achieved quantitative sales of over two million annually
- Prospected and developed over 50 accounts
- Generated daily sales quotes and proposals for prospective customers
- Engaged in business development by actively pursuing leads, maintaining strong customer

relationships, and making cold and warm calls for new business initiatives

EDUCATION

Southeastern Louisiana University, Master of Business Administration (MBA)
2004 - 2006

Southeastern Louisiana University, Bachelor of Arts, Marketing
2000 - 2004

Select Accomplishments and Professional Activities

- **Member of Business Networking International- LA NO GNO Elite BNI**
- **Keller Williams 2018 Platinum Sales Award**
- **Keller Williams 2017 Platinum Sales Award**
- **Keller Williams 2016 Double Gold Sales Award**