

**Eric Frost**

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**OBJECTIVE**

To work as a residential real estate appraiser.

**SUMMARY**

- Accomplished, energetic, intelligent professional with a successful employment history focused on real estate, managing, team building, sales, and customer service.
- A consistent top producer with previous employer.
- Self-starter, results-driven, and a quick learner with excellent people skills.

**EXPERIENCE**

09/02- 10/03 **Buyer's Network Rustlewood Company, Inc.: Canton, MA**  
**Exclusive Buyer's Agent**

- Helped home-buyer's locate, evaluate, and negotiate the purchase of property.
- Protected the buyer's interests throughout the home-buying process.

03/02 - 08/02 **Cornerstone Marketing: Walpole, MA**  
**Benefits Consultant**

- Consulted with self-employed individuals and small-business owners to help them receive appropriate and affordable health insurance.
- Cultivated a client base by self-advertising and networking.

12/01- 4/02 **Freedom Realty: Allston, MA**  
**Real Estate Agent**

- Worked with tenants and property managers to fill vacancies in the marketplace.
- Listed vacant properties on the market for rent.

04/00 - 12/01 **RCN Corporation: Westwood, MA**  
**Sales Representative, Sales Supervisor, Territory Manager**

- Conducted in-home and phone presentations to achieve sales in residential markets.
- Achieved sales at a level that made me a top performer in sales force of nearly 100 reps for 6 straight months.
- Promoted to Sales Supervisor where I managed and trained a team of up to 8 reps.
- Led my sales team to number one producers in the Boston market.
- Promoted to Territory Manager where I fostered relationships with non-profit organizations.
- Sold telecommunication services to the business community.
- Represented our company and promoted our products at community events.

01/99-03/00 **Chrysler Financial: Mansfield, MA**  
**Field Auditor, Customer Service Representative**

- Performed audits at Daimler-Chrysler dealerships throughout New England.
- Accounted for all vehicles and titles on our floorplan at each dealership.
- Positively represented Chrysler Financial while conducting audits.
- Collected car payments from customers with delinquent accounts.

**EDUCATION**

09/98 **University of Massachusetts, Amherst**

- Communication, Bachelor of Arts
- Film Studies Certificate
- Exchange: California State University Northridge, Fall 1997

**LICENSES & CERTIFICATES**

12/01 **Real Estate Salesperson License #9042500**

08/03 **Real Estate Appraiser Trainee License #101401**

10/03 **Real Estate Broker License #9059256**