

Andy Bedard

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Peakview Homes Co. LLC. (LoKation Real Estate)

SUMMARY

The past 35 years have been in the Home and Construction Industry to some degree. Most recently I have run my own team in the residential real estate industry but as well, I have worked retail lumberyard management, on-site, territory sales, territory management for national home supply companies, estimating, national and production builder experience, entrepreneurial home services experience. I have an active Colorado & Massachusetts RE license and have qualified for personal and team lead awards in my first and most years in the real estate business.

Key Knowledge, Skills, and Abilities:

Leadership	Management	Retail / Wholesale
Organizational Development	Account / Territory Sales	Start-up entrepreneurship
Real Estate	Revenue Production	Financial Analysis

Software / Tech: Outlook, Word, Excel, PowerPoint, Google, Fran-Connect Franchise software, E-edge, Follow Up Boss, Market leader, Ylopo, KV Core, Sierra Interactive, PPC, Automation, social media, Behavioral lead f/u & funnel systems, MLS, HomeSnap, Hubspot, elite Zillow Flex team, RE Business Coaching, Mentoring & Consulting

EMPLOYMENT

2015-Current **Peakview Homes Co LLC. Owner (AB Home Team)**
Broker's license & Employing Brokers license in Colorado - Salesperson license in Massachusetts.
Have independently operated a small elite RE team (approx. 60-70 transactions w/ 3 agents).
Annual personal sales volume of approximately 15-28 units. 2015 Rookie of year for SMDRA (Denver)

2014/15 **Franchise Business Consultant**
Keyrenter Property Management - Salt Lake City, UT.

2006-Present **Manager / Owner**
ADT Interiors Inc. / Foothills Fitness LLC. (Now *Peakview Homes Colorado LLC.*)

ADT Interiors Inc. and Foothills Fitness LLC. were service companies that purchased start-up franchises and small businesses, built net worth, and sold for profit. Owner, Partner, and Manager.

Snap Fitness 2013-2014

- Purchased distressed franchise operating in net loss scenario.
- Conducted business analysis-reviewing financials, operations, and member base.
- Reorganized and implemented operational and financial structure to succeed.
- Operated within a net profit within 3 months and sold at profit at 6 months.

Glass Guru 2010-2013

- Residential & Commercial Glass Company. Business to Business / Business to Consumer.
- Purchased franchise start-up for 20K. Added 20k in infrastructure as well as a leased storefront and showroom & warehouse.
- Acted as general manager (no prior industry experience) - creating successful operating, inventory, financial, personnel and sales processes.

Fresh Coat 2006-2009

- Residential & Commercial Painting Company. Business to business / Business to consumer.
- Purchased franchise start-up for 20K. Added 3k in infrastructure.
- Grew employee and sub-contractor base to 18 employees.
- Grew revenue to 650k (annualized)

- Acted as general manager (no prior industry experience) - creating successful operating, inventory, financial, personnel and sales processes.

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Resume Continued

EMPLOYMENT CONTINUED:

2003-2006 Commodities Trader / Territory Manager
Georgia Pacific / Bluelinx Corporation- Englewood, Colorado

Recruited to trade Lumber and Steel into a five-state region. Promoted to Territory Manager of all building materials for Western Colorado.

- Purchased and sold Railcar and truckload lumber, sheet goods and steel into five state region, via market analysis, to account base.
- Monitored commodity market and conditions with corporate trading team to make commodity purchase commitments of up to several million dollars.
- Managed logistics of rail and truckload shipments.
- Managed Territory consisting of mainly retail "PRO" lumberyard accounts and the full sales of all building materials including commodities.

1999-2003 Corporate Acquisition / General Manager / Territory Manager
Foxworth Galbraith / Brookharts Building Center - Colorado

Lumber Company. Recruited from Wickes Lumber to assist with expansion acquisition.

- Assisted with acquisition of 9 location Lumber Company.
- General Manager of lumberyard & conversion to "PRO" yard.
- Managed staff of 32 including three commissioned salespeople, retail staff, operational staff and financial staff.
- Direct P&L responsibility of 3-4 million dollars in annual revenue.
- Territory Account Manager of business to business & business to consumer accounts.

1992-1998 Wickes Lumber / Rustic Drywall - Assistant Manager / Project Management - Wisconsin

- Recruited from Drywall Company to Wickes Lumber Management Program.
- Transferred to Colorado as Assistant Manager of expansion efforts and new business model.
- Sales & project Management of Drywall Company.

EDUCATION

168 hour & 24 hour Colorado EMPLOYING Brokers Course & License 5/2015 - to Current

Massachusetts Real Estate license 4/2022 - Current

Masters - Business Administration - Regis University, Denver, Co. (incomplete)

Bachelor of Science - Organizational Development - Regis University, Denver, Co. (via Credits)

Associate of Applied Science - Sales & Marketing - Nicolet College - Rhinelander, WI.

CERTIFICATIONS &

Certified Personal Trainer, 2013/2014

Running Ambassador - NUUN Hydration & Sasquatch Running Company 2019 / 2020 / 2021

AED & CPR Certification

Pedal Cycling Team, Smithwick Running Ambassador, 2014 Leadman, Accomplished Endurance athlete.

