

**SAMUEL CRUZ**  
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## **OBJECTIVE**

To obtain employment with a company that offers a positive atmosphere to learn and implement new skills and technologies for the betterment of the organization.

## **EXPERIENCE**

**Realtor, Berkshire Hathaway Home Services** 04/2018 - PRESENT  
Philadelphia, PA

Showing properties to prospective renters or buyers. Negotiate transactions and write up sales agreements. Meet with sellers to discuss selling price, suggest repairs and renovations that could help increase the value of a property, and create a listing for the property.

**Outbound Sales Rep, Comcast Business** 10/2019 - 08/2020  
HORSHAM, PA

Generate sales through outbound cold calling and lead follow-up. Managed customers through lead generation using Salesforce and other Lead nurturing platforms.

**Energy Auditor, CMC Energy Services** 09/2016 - 10/2019  
Fort Washington, PA

Evaluate energy efficiency of homes by using professional equipment (such as blower doors and combustion analyzers), with the aim to suggest the best ways to improve energy efficiency in heating and cooling the house.

**Energy Auditor, Energy Coordinating Agency** 05/2009 - 09/2015  
Philadelphia, PA

Evaluate energy efficiency of homes by using professional equipment (such as blower doors and combustion analyzers), with the aim to suggest the best ways to improve energy efficiency in heating and cooling the house.

## **EDUCATION**

**Ashford University Forbes School of Business & Technology** Credits Earned: 6  
San Diego, CA  
Bachelor's degree  
Major: Real Estate  
Minor: Facilities Management

## **Community college of Philadelphia**

Philadelphia, PA

Post-secondary academic degree, Associate degree

Major: Facilities Management

Minor: Architecture

Credits Earned: 68

## **SKILLS**

- Time management skills
- Problem solving skills
- Negotiating skills
- interpersonal communication skills

## **CERTIFICATIONS AND LICENSES**

### **Building Analyst issued by Building Performance Institute in Pennsylvania**

Issued: 05/2020

Expires: 05/2023

BPI Certified Professionals reference BPI standards and apply their knowledge of building science, using a whole-house perspective, in order to make recommendations for residential improvements.

### **Healthy Home Evaluator issued by Building Performance Institute in Pennsylvania**

Issued: 04/2019

Expires: 04/2022

Healthy Home Evaluator assesses and characterizes home-based environmental health and safety hazards by qualitative observations with quantitative diagnostics to determine and prioritize recommendations that address existing and potential hazards.

### **Quality Control Inspector issued by Building Performance Institute in Pennsylvania**

Issued: 04/2018

Expires: 04/2021

Quality control inspector is a residential energy-efficiency professional who ensures the completion, appropriateness, and quality of energy upgrade work by conducting an audit/inspection of the building, performing safety and diagnostic tests.

**Real Estate Sales issued by Pa Real Estate  
Commission in Pennsylvania**

Issued: 04/2018  
Expires: 05/2020

**REFERENCES**

Name: **Patrick Beck**  
Reference Type: Professional  
Job Title: Manager  
Years Known: 9  
Day Phone: (610) 613-4540  
Email: patbeck34@gmail.com

Name: **Eric Midget**  
Reference Type: Professional  
Job Title: Manager  
Years Known: 9  
Day Phone: (267) 475-8132