



BERIN JACOB WACHSMANN

WORK EXPERIENCE

ABOUT

Born and raised in Northern Colorado and Southern Wyoming on horse and cattle ranches I have an unmatched work ethic and love of the outdoors. I am known for my positive outlook, high integrity and calm consistent demeanor especially under pressure. I have been involved with the building and real estate industry since 1994, and built dozens of homes and closed over 750 transactions. I am an expert communicator and have excellent sales and negotiation skills. I pride myself on creating win/win scenarios, solution oriented work environments and being a leader through action and accountability. I am self motivated and tireless in pursuit of the goals that are set by myself or the company I work for. Some of my hobbies include flyfishing, woodworking, reading, writing, working out and travel.

EXPERTISE

Skill N.1 - Organized/Project Manager

Skill N.2 - Expert Communicator

Skill N.3 - Construction/Carpentry

Skill N.4 - Negotiation/Sales

Skill N.5 - Self Motivated

Skill N.6 - Computer Skills

LANGUAGE

English	Fluent
Spanish	Advanced Beginner

CONTACT INFO

✉ berinjacob@gmail.com

☎ 1-970-214-2277

📍 Fort Collins Colorado

ASSOCIATE BROKER

2024-Present

ReMax Alliance Northern Colorado

ASSOCIATE BROKER/PARTNER

2003-2024

The Group Inc. Real Estate Fort Collins Colorado

- Handle all aspects of a Real Estate Transaction from idea to inception of the purchase or sale of the property to the closing table and beyond.
- Communicate with Buyers and Sellers to understand property needs, timeline, and budget. Earned 80% of business through referrals and repeat clients.
- Compiled and updated market analysis for clients personal homes, commercial properties and rental portfolios with detailed reports on pricing, suggested value adds, when to sell/hold and potential to diversify. Met with clients to formulate and execute strategies for continued wealth building and tax advantages via their Real Estate holdings.
- Assisted clients in all aspects of preparing home for sale including developing a specific marketing plan/campaign for the target Buyer, oversight of remodels, upgrades and vendors. Created marketing collateral (brochures, video, photography, online ads) with subsequent distribution of marketing materials through identified channels for target Buyers. Track marketing analytics, buyer engagement, buyer leads and contact management of buyer leads.
- Involved in multiple New Construction projects and neighborhoods as well as urban infill. These ranged from condo conversions to mixed use multi-family and single family home developments. This included all aspects of development from concept to completion including but not limited to, due diligence, acquisition of the property, conceptual plans, construction plans, material and design choices, build oversight and going vertical with final product and sales. This often required holding focus groups, working with municipalities, contractors, land planners, engineering and site planners, designers, developers and clients to ensure a successful project.
- Developed relationships with other Realtors, vendors, lenders, appraisers, home inspectors, and escrow companies to provide comprehensive end to end service throughout the process of buying or selling.
- Facilitated and prepared paperwork for purchase and sale contracts, state and federal disclosures, home inspections, coordination of subsequent repairs, closing statements and final closing documents. This included document management for clients, lenders, attorneys, CPAs, 1031 Exchange Intermediary and escrow company,
- Assisted in the recruiting and acquisition of new and veteran Real Estate Brokers including several of the top performing 1.5% of Realtors in the country by transaction sides and volume.

OWNER/CONTRACTOR

1997-Present

Innovative Industries Inc. Fort Collins, Colorado

- Independent Contractor for myself and multiple General Contractors performing framing, siding, roofing, window and door installation, cabinet installation and interior trim of single family homes and multi family homes in Fort Collins, Loveland, Greeley and throughout Northern Colorado
- Remodel contractor for myself and multiple Real Estate Clients overseeing all aspects of residential remodel, including, planning, permits, estimates, material sourcing and acquisition, construction management, contract negotiation, payroll, lien waivers and vendor relations.
- Supervisory Role as Independent Contractor for Bitterroot TimberFrame and Log Homes in Vail from 1997-2000. Oversight of framing, siding and special projects for ultra high end homes in Vail Valley including the prestigious Ritz Carlton in Bachelor Gulch at Beaver Creek.

WAREHOUSE DELIVERY/FURNITURE INSTALLATION

1995-1997

Slifer Designs Vail/Aspen CO

- Deliver, assemble and install high end furnishings for clients in the Vail and Roaring Fork Valley that were working with the Slifer Design Team. Communicate with Co-Workers, clients and designers to ensure a seamless move/install.

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EDUCATION

Colorado State University Fort Collins, CO	1992-1994
Front Range Community College Fort Collins, CO	1990-1992

PROFESSIONAL DEVELOPMENT

State of Colorado Real Estate License Continuing Education Van Ed Online, Various in person Instructors/Classes	2002-Present
Certified Luxury Home Marketing Specialist Van Ed Online	2015--Present
Certified Distressed Property Expert Van Ed Online	2016-Present
Disney School of Business Disney, Denver CO	2011

ACHIEVEMENTS & CERTIFICATIONS

State of Colorado Real Estate License Jones School of Real Estate and DORA	2002-Present
Certified Flyfishing Guide St Petes Flyshop & Guide School Fort Collins CO	2022-Present
Certified Life Coach The Inevitable You Castle Rock, CO	2016-Present
City Fort Collins Contractors License Fort Collins, CO	1997-2003
Property/Casualty & Health/Life Insurance License Denver CO DORA	2002-2005

REFERENCES

Natalie Smith Davis Owner-The Evolution Group/ Leadership That Shines	1-970-281-5321 natalie@evolutiongroup.realestate
Tiffany Hancock Broker Associate-ReMax Alliance	1-970-488-0802 tiffanyhancockhomes@gmail.com
RT Custer Owner- Vortic Watch Company	1-484-432-3354 rt@vorticwatches.com
Terry Adams Principal- Alsacia Partners	1-612-889-4489 terry.adams@alsaciapartners.com