

# ROBERT J. BUCHERI

## RESUME



<http://www.UrbanIndianaRealty.com/>

URBAN INDIANA REALTY  
600 East Carmel Drive Suite 100  
Carmel, Indiana 46032  
765-438-3979, fax 317-229-6362  
Email: [rj@urban-indiana.com](mailto:rj@urban-indiana.com)

ANY UNAUTHORIZED DISSEMINATION OR REUSE OF THIS DOCUMENT WILL BE AT THE USER'S SOLE RISK AND WITH THE CONDITION THAT URBAN INDIANA REALTY. BE HELD HARMLESS FROM ANY AND ALL CLAIMS FOR LOSSES OR DAMAGES AND EXPENSES ARISING OUT OF OR RESULTING FROM SUCH UNAUTHORIZED DISCLOSURE OR REUSE



**RE/MAX**  
LEGENDS GROUP

600 E. Carmel Drive, Suite 100  
Carmel, Indiana 46032  
T 765-438-3979

[www.UrbanIndianaRealty.com](http://www.UrbanIndianaRealty.com)

## ROBERT J. BUCHERI, VICE PRESIDENT COMMERCIAL REAL ESTATE BROKER

### SUMMARY OF SKILLS

---

Results driven, self-motivated and tenacious sales strategist, experienced in various fields of sales and property management, looking to apply expert communication skills and high integrity to contribute to a dedicated and enthusiastic team. Solid multi-tasking and technology capabilities promise quick mastery of product and/or market specific software, stipulations and information. Adept at quickly identifying interests, needs and requirements to determine, negotiate and deliver client-focused solutions.

### EXPERIENCE

---

#### **8/17 to Present. Urban Indiana Realty & Loughheed Engineering.**

*Vice President, Urban Indiana Realty. Commercial Real Estate Broker.*

#### **8/17. Fortune Companies, Kokomo, Indiana**

##### *Commercial Property Manager/Real Estate Agent*

- Coordinated appointments to show properties to clients
- Worked closing with construction teams to insure client's expectations and deadlines
- Executed purchase agreements, lease contracts, and listing agreements
- Maintained positive relationships with tenants
- Closely monitored safety and building code compliance
- Supervised maintenance crews to maintain commercial and residential properties
- Assisted construction crews and architects to ensure new builds were up to current market expectations



**RE/MAX**  
LEGENDS GROUP

600 E. Carmel Drive, Suite 100  
Carmel, Indiana 46032  
T 765-438-3979

[www.UrbanIndianaRealty.com](http://www.UrbanIndianaRealty.com)

### **1/16- 8/17. Quontic Bank, Indianapolis, Indiana**

#### *Sales Manager/ Loan Officer*

- Responsible for acquiring new business using direct phone contact
- Assist with new employee training and orientation
- Track record of meeting and/or exceeding sales goal expectations
- Handle new and existing client inquiries and needs in a timely fashion
- Oversaw managing of sales team of over 15 people
- Perform negotiations with clients and businesses
- Collaborate with colleagues to best meet client and business needs

### **10/14– 1/16. Delco Foods, Champaign, Illinois**

#### *Sales Representative*

- Responsible for maintaining accounts worth over \$3,000,000.00/year
- Responsible for territory growth management in central Illinois
- Managed accounts receivable for central Illinois client base
- Organized and collected data on available potential markets in multiple territories
- Planned and executed sales-pitches for company products
- Initiated and supported positive customer relationships

### **2/13–10/14 . Napolese, Patachou, Indianapolis, Indiana**

#### *Sous Chef*

- Worked with Executive Chef on back of the house operations
- Charged with ordering, developing and executing daily specials
- Communicating expectations and directions to a team of employees
- Managing quality control of products received and output
- Managing product inventory and usage.
- Oversaw hiring and training of all back of house employees



**RE/MAX**  
LEGENDS GROUP

600 E. Carmel Drive, Suite 100  
Carmel, Indiana 46032  
T 765-438-3979

[www.UrbanIndianaRealty.com](http://www.UrbanIndianaRealty.com)

## EDUCATION

---

### **2010–2012. The Chef’s Academy, Indianapolis, Indiana**

- Associate of Applied Science Degree in Culinary Art

### **2018. Real Estate Certification Program, Kokomo, Indiana**

- Indiana Real Estate Broker’s license