

Richard P. Ballou

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Standout leader with incredible work ethic and student mentality. Dynamic and articulate communicator offering high-powered presentation, negotiation, and closing skills. Strong at building customer relationships based on service, support and follow-through. An experienced professional who excels in identifying customer needs, working with a team, handling objections and closing deals.

Skills & Expertise

CoStar • Zoom • Adobe Acrobat • Microsoft Office Suite • Document Management•

Professional Experience

July 2023 - Present

NHMR Commercial Investment Division - Voting Board Member

October 2021 - Present

Houlihan Lawrence Wareck D'Ostilio, New Haven, CT - Commercial Real Estate Salesperson

Executing real estate transactions and facilitating various real estate services in the state of Connecticut. Demonstrating strong ability to establish quality client relationships.

- In 2022, selected by New Haven Biz Publication Power 25, recognized the region's most influential real estate leaders.
- In 2022, received two awards for "deal of the year" at Connecticut's CID awards ceremony.
- In 2023, received two awards for "deal of the year" at Connecticut's CID awards ceremony.

March 2019 - September 2021

Eastern Account System, Danbury, CT - Sales Representative, Collections Specialist

Commissioned by Stryker Medical Supplies to aid in campaign sales, with the intent of increasing sales of underperforming products. Commissioned by medical providers to collect on delinquent bills.

- Actively identify prospective clients, build and maintain relationships with clientele.
- Consistently collected at least \$30,000 per pay period (bi-weekly) while achieving 92%+ productivity weekly and at least 250 calls per day

September 2013 - March 2019

Marcus & Millichap, Los Angeles, CA; New York, New York - Commercial Real Estate Salesperson

Executed real estate transactions and facilitated various real estate services in two of the Nation's top industrial markets. Demonstrated strong ability to establish quality client relationships.

- Achieved over \$20 million in listings within the first seven months of employment.
- Named 'Salesperson of the month' twice within the first year of employment.

Education

Cornell University, Ithaca, NY - Applied Economics and Management
Focus in Business, Communication and Social Influence

Varsity Football 2007-2010, Defensive End