

John R. Walsh

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Creative business entrepreneur with a history of developing strong networking communities.

KEY HIGHLIGHTS

- Created, organized and maintained the Ottawa Real Estate Investors organization
- Acted as liaison between Nortel customers and engineering staff
- Created and organized the group of technical experts within Nortel
- Exceptional strength in customer facing roles, with the ability to quickly build rapport
- Adapt easily and quickly to change, always keeping on top of the latest trends and technologies
- Built a portfolio of income properties

EXPERIENCE

Partners Advantage GMAC/Mortgage Alliance **2008-Present**

Partnered with the two main real estate brokers in the office to provide an integrated and turnkey solution for buyers in both the residential and commercial sides of the real estate market.

Verico Capital Mortgages -Mortgage Broker/Agent **2006-2008**

Worked as an independent contractor for a Mortgage Broker office and closed a wide variety of mortgage deals, from sub-prime deals to commercial deals and everything in between.

Ottawa Real Estate Investors Organization (O.R.E.I.O) **2002-2006**

Founder, organizer and president from 2002 until 2006. Started with an idea of bringing together people who were interested in both real estate investing and a willingness to share ideas with other investors.

- Grew this organization from 6 to over 180 members over eastern Ontario
- Worked with a different executive committees each year to incorporate new ideas that were of benefit to the majority of members
- Created the website (www.oreio.org)
- Organized various networking functions in addition to the regular monthly meetings
- Brought in speakers from different areas involved with real estate investing, such as accountants, lawyers, home inspectors, property managers, appraisers, mortgage brokers, etc.
- Lead the online discussion group on the Yahoo news group
- Acted in a leadership role providing advice and direction for the novice investors in the group

WalshClan Consulting (Self-employed)**2003-2006**

Various sub-contracting roles doing database design and development for the following companies:

- Soliant Consulting, California
- Media-X Systems Inc, Ottawa
- DataWorks, Ottawa

Usually working directly with customers to developed fairly complex, custom, integrated database solutions ranging from government to one or two employee businesses and everything in between.

- Worked directly with the owner of DataWorks to plan strategies to maintain the current customer base and expand into new markets

NORTEL NETWORKS, Ottawa**Product Manager/Business Analyst****2000-2002**

Worked within a small team of 5 whose task it was to manage one of Nortel's major product lines.

- Worked directly with the sales team to resolve issues for the large corporate accounts and answer questions pertaining to future purchases
- Created and gave presentations on the challenges associated with breaking into different markets to both internal and external customers
- Participated at new customer meetings to provide details of Nortel's offerings as part of the sales process
- Worked directly with sales, marketing and engineering teams in order to gather information to create a product strategy guide to be shared at customer presentations

Senior Software Tools Designer**1990-1999**

Developed a tool that provided real time emulation of a telephone switch.

EDUCATION / PROFESSIONAL DEVELOPMENT**Bachelor of Computer Systems Engineering**, Carleton University

1990

Business training courses: Project Planning, Negotiating to Yes**Real Estate investing courses:** Russ Whitney Educational Series, R.E.I.N. Quick Start program, Darren Weeks Guide to Real Estate Investing, Peak Potentials training courses**VOLUNTEER ACTIVITIES AND PERSONAL HOBBIES**

Medical Incident Response Team (MIRT): yearly certifications in: Advanced First Aid, including Basic Trauma & Life Support (BTLS), Standard First Aid and CPR Level C, Oxygen and Airway Management, Automated External Defibrillation (A.E.D.)

Actively involved with my church and volunteer at many church sponsored activities.