

PAUL PEREZ JR

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956-706-4110

Harlingen, TX 78552

Bold Profile

EDUCATION

FAA UAS License, Drone Piloting
Drone Pilot Ground School, Virtual
November 2025

Business management
Virginia Wesleyan University, Virginia Beach, VA
2014

- 72 completed college credits for my BBA
- Member of Phi Kappa Tau
- Academic Scholarship Recipient (4.0 GPA TWC)

Commercial Insurance Line Inspector, Insurance And Risk Management
VIITA, Virtual
October 2025

Appraisal Trainee License, Appraisals And Inspections
The CE Shop, Virtual
July 2025

PROFESSIONAL SUMMARY

Raised in a military family, I possess a natural ability to adapt seamlessly to change. As an entrepreneur in the Real Estate field, Insurance inspector and working to become and Appraiser, I am highly motivated to build a successful career and become an all around industry expert. What sets me apart from other professionals is my versatility and ability to excel in various leadership roles. I always strive to represent myself and business partners with the utmost professionalism and excellence. I am a driven individual with a strong commitment to continuous growth and professional development.

SKILLS

- Excellent ability to work independently and manage time
- Completes interior and exterior commercial and residential insurance inspections
- Highly professional when communicating with clients and customers
- Strong organization skills
- Problem-Solver
- High understanding of economics and the Real Estate market
- Fast learner
- Proficient with Drone technology and computers. (Part 107 Licensed)
- Understands business development
- Attention to Detail

WORK HISTORY

February 2026 - Current
ASI - Commercial Insurance Inspector (Loss Control), Harlingen, TX

- Conducts comprehensive property inspections to assess risk factors and determine insurance coverage needs.
- Evaluates compliance with safety regulations, identifying potential hazards and recommending corrective actions.
- Collaborates with underwriters to provide detailed reports on inspection findings and risk assessments.
- Evaluates building structures, systems, and safety features to identify potential hazards.
- Independent contractor capable of managing time and workload with excellent communication and efficiency.

December 2025 - Current

Business Management
Tidewater Community College, Norfolk, VA
January 2013

- 4.0 GPA
- Ranked in Top 10% of class
- Relevant Coursework: Business Management

RGV Skyworks Imagery - Owner/Operator, Harlingen TX

- Manages daily operations, ensuring efficient workflow and high-quality service delivery.
- Developed marketing strategies to enhance brand visibility and attract new clients.
- Oversees financial management, including budgeting, invoicing, and expense tracking.
- Conducts on-site assessments to optimize lighting, angles, and staging for each shoot.
- Developed creative shot lists tailored to property features and target audience preferences.
- Collaborates with real estate agents to understand client vision and project requirements.

April 2023 - Current
Mueller Reports - Residential and Commercial Property Inspector, Harlingen, TX

- Maintains accuracy of inspection reports through meticulous attention to detail and consistent documentation practices
- Gained a reputation for thoroughness and accuracy and was selected for commercial and high value inspections within first 6 months
- Completes field work for lender requested appraisals on residential properties
- Adheres to strict ethical standards while conducting all aspects of property inspections, fostering a reputation for integrity with management
- Highly professional when communicating with clients and customers to schedule and complete inspections
- Proficient at field and office work

September 2022 - Current
GRT Realty - Realtor, Harlingen, Tx

- Proficient Knowledge of economics and the Real Estate market
- Member of National Association of REALTORS and Texas association of REALTORS
- Coordinate various aspects of real estate transactions such as inspections, appraisals, and financing arrangements, minimizing delays and challenges for clients.
- Build lasting relationships with clients through excellent communication, personalized service, and dedication to their needs.
- Develop strong knowledge of local market conditions, allowing for accurate pricing strategies and targeted marketing efforts.
- Enhance client satisfaction with diligent follow-up after closing, ensuring a positive experience overall.

March 2021 - November 2021
Charter Communications - Business Account Executive, Corpus Christi, Tx

- Mastered and constantly improved sales prospecting, with strong follow-up and upsell processes.
- Engaged in daily cold calls in-person and via telephone and followed up with small business prospects monthly to verify pipeline sufficiency.
- Excellent at mapping territory and finding opportunities to

January 2018 - March 2021
Charter Communications - Direct Sales Supervisor, Corpus Christi, Tx

- Coordinated and conducted hiring events to maintain team headcount
- Lead a sales team that was consistently part of the top selling team in Texas.
- Managed a team of direct sales representatives, ensuring consistent achievement of individual and team goals.
- Developed and maintained sales agents abilities through in office and in the field coaching.
- Excellent at finding opportunities to grow sales numbers.
- Monitored and coached to daily sales metrics and KPI's in effort to help sales agents exceed their goals.

May 2017 - July 2018
2020 companies - Store manager, Corpus Christi, Tx

- Two time manager of the month, Top salesman at Texas state fair event and Houston Rodeo Event
- Successfully filled multiple positions to maintain sales numbers and head count
- Managed daily operations to ensure smooth functioning of the store, maintaining a clean, safe environment for customers and employees.
- Addressed customer complaints promptly and professionally, resolving issues to maintain positive relationships with clientele.
- Managed store employees successfully in fast-paced environment through proactive communication and positive feedback.
- Strong communications skills with management to develop plans to grow store sales.

ADDITIONAL INFORMATION

I am a committed professional within the Appraisal and Inspection world. Over the last few years I have become multifaceted by completing nationally required Appraisal courses, receiving my VIITA Commercial Inspection Line Certification, becoming an FAA Certified Drone Pilot, along with working as a Real Estate agent for the past few years. My ability to quickly learn new concepts and apply already learned knowledge means I am easily trained. I possess high organization skills and time management, couple that with my experience as a property inspector for insurance companies along with my market knowledge in Real Estate and that makes me an ideal candidate for Appraisals/Insurance Inspections.

REFERENCES

- Arnold Soto, Mortgage Lender Lonestar National Bank, 956-313-4741, Harlingen, TX
- Jason Teague, Store Manager of Hampton Sports Authority, (757) 218-3883, 2106 Coliseum Dr, Hampton, VA, 23666
- Grace Martinez, Events Coordinator, Christus Spohn Health, (210) 857-7442, 1103 Green Trail, San Antonio, TX, 78214

- Dalma Palacios, Office Administrator, (210) 373-1529, 7710 Sulphur Springs Rd., San Antonio, TX, 78212

RELATEDEXPERIENCE

- 5 years of experience in Sales management and leadership
- 3 years experience in Real Estate and Insurance Inspections
- 4 years onboarding and recruiting to fill team head count
- Excellent in coaching and development of employees
- Ability to understand ideas and concepts quickly
- Self starter, ability to work with little management
- Excellent analytical, communication and social skills
- 7 years of Sales Management, Recruiting, Sales, Marketing, Business Development, Public Speaking, Training Employees, Maintaining Business Relationships.