

# Ruth E. Pino CBR, CRS, GRI

---

## Experience

2020 – **Real Estate Consultant** – ReMax 360

2009 – 2020 Re/Max Advantage Real Estate

Engaged in the practice of selling residential and commercial real estate.. Consistently rank as #1 in Unit Sales

2004-2008 Carlson GMAC Real Estate, Gloucester, MA

### **Branch Executive**

- Recruiting, Training, Retention of Sales Partners
- Scheduling and Preparation of Marketing, Educational Workshops, Seminars, Staff Meetings
- Ongoing Assistance to Staff
- Overseeing of General Office Operations, including Budget

1999–2003 Carlson GMAC Real Estate, Gloucester, MA

### **Assistant Branch Executive**

- Assisted Branch Executive in Recruiting and Training.
- Provided Assistance to Staff during Branch Executive's absence

1999–2003 Carlson GMAC Real Estate, Gloucester, MA

### **Real Estate Consultant - Engaged in the Practice of selling residential and commercial real estate**

Highest Sales in Units 2000, 2001, 2002, 2003

1994-1999 Century 21 By The Sea, Gloucester, MA

### **Office Manager/ Real Estate Sales**

- Overall management of Office
- Preparation of Documents
- Handling of Escrow Accounts
- Bookkeeping and Federal and State Tax forms
- Listing and Selling of properties

1981-1994 Lufkin & Brown Real Estate, Gloucester, MA

### **Office Manager**

- Overall management of Office
- Preparation of Documents
- Handling of Escrow Accounts
- Bookkeeping and Federal and State Tax forms
- Listing and Selling of properties

1970-1980

City of Gloucester, Gloucester, MA

- **Stenographer** – City Council and School Committee
- **Clerk** – Charter Commission
- **Clerk of Committees**-City Council

## **Real Estate**

Massachusetts Real Estate Broker

Graduate of Realtor Institute

Certified Buyer Representative

Certified Residential Specialist

Certified Luxury Home Marketing Specialist (CLHMS)

Member of National, State and Local Real Estate Associations

## **Community**

2018 – Present -Tri Captain – Gloucester 400<sup>th</sup> Anniversary Celebration

2016 – Present - President, Cape Ann Community Foundation

2017 – 2019 - Board of Directors, Cape Ann Chamber of Commerce

2010 – Present: Gloucester Housing Trust

2012 – Present: City of Gloucester EDIC

2012 – Recipient of Paul Harris Award – Rotary Club of Gloucester

2010 – Gloucester Small Businessperson of the Year

2009-2010 President, Rotary Club of Gloucester

2009 - Recipient of Richard D. Wilson Community Service Award

2008 Chairman of the Board – Cape Ann Chamber of Commerce

2007 President – Cape Ann Chamber of Commerce

2003-2008 – Board Member – Cape Ann Chamber of Commerce

2001 – Recipient of first Chamber of Commerce Ambassador of the Year Award

2000 – Present – Member of Gloucester Rotary Club

1989 – Present - Corporator – Cape Ann Savings Bank

Former Board Member – Wellspring House, Inc.

Former Board Member – United Way of the North Shore