

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 400th Anniversary Celebration

2016 – Present - President, Cape Ann Community Foundation

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

2010 – Present: Gloucester Affordable Housing Trust

2012 – 2022 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