

Kevin P. Randolph, CRS, GRI

Relevant Experience

Broker\Owner of Randolph & Associates Real Estate Inc. Feb 1994

Real Estate Agent, Coldwell Banker Real Estate Aug 1990-1994

-Plan, develop and implement the marketing strategies necessary to effectively market, manage, and sell residential and commercial property

- prepare product information brochures

—Write creative advertisements.

—Provide professional guidance, advice and assistance to potential buyers and sellers.

—Insure continuous progress of real estate transactions by following—up on the financing, title work, appraisals, inspections and any legal difficulties.

—Negotiate real estate contracts.

—Analyze research data on market conditions, homes sold and various economic factors affecting the housing market.

-Forecast long range objectives and strategies necessary to reach goals.

-Manage time, assets and cash flow to realize a profit. —Train new and experienced Real Estate Agents.

Property Book Manager, U.S. Army Munich Germany

HHC 66th Military Intelligence Brigade May 1987-1990

—Managed and was accountable for the total operation of the non— expendable and expendable supply issue point and warehouse, including the training and supervision of 4 logistical personnel.

—Coordinated the inspection and turn—in of all equipment and supplies from various locations throughout southern and central West Germany.

—Operated a 2 1/2 ton military truck, logging over 40,000 accident free miles during a three year period.

—Conducted the research of all cost data associated with military an non-standard unit costs

-Responsible for the research, development and implementation of the most cost effective ways of utilizing non- procurement outlets which contributed to a 99 acceptance rate of all non standard contracts.

-Managed a \$200,000 annual budget for expendable and non military and civilian supplies.

—Monitored and analyzed appropriated and non—appropriated fund financial reports to include maintaining the accounting records.

-Processed monthly reconciliation reports from the supporting supply service activities.

Additional Skills and Experience

Supply Sergeant, U.S. Army Fort Hood Texas

Delta Company 62nd Engineer Battalion April 1985-1987

-Coordinated, planned, conducted and evaluated the section training for 4 unit supply personnel.

-Developed changes in the operational procedures which improved unit supply readiness and led to a 96% rating on the annual Inspector General Inspection.

-Unit Physical Fitness Instructor responsible for conducting the daily training program which led to a record 5 straight quarters of a 100% pass rate on the Army Physical Fitness Test.

-Oversaw and maintained accountability for \$1.6 million worth of heavy construction equipment.

-Provided overall logistical support and insight for all sections assigned to the unit.

Supply Clerk/Unit Armorer, U.S. Army Nuernburg Germany

HHB 3/37th Field Artillery Battalion October 1983-1985

-Insured continuous accountability and combat readiness of all small arms and equipment assigned to the unit.

-Requisitioned, delivered and received military supplies.

-Assisted the supply sergeant in the inspection, inventory and accountability of \$1.2 million worth of Artillery and Communications equipment.

Education

B.A, The Ohio State University

Major: Economics

Minor: Business Management and Psychology

Selected Honors and Activities

-Graduate, The Ohio Military Academy Officer Candidate School

-Army Achievement Medal 3 times

- Honorable Discharge, U.S. Army
- Top 10% Graduate, 7th Army Training Center Primary Leadership Development School, Bad Tolz Germany
- Member, The Ohio Army National Guard
- Volunteer Tutor, Columbus Public Schools I-Pass Program
- Program Coordinator, Gospel Lighthouse Church, “I Believe In You Big Brother Ministry”
- Associate Minister, Gospel Lighthouse Church #1
- Member, Phi Alpha Psi Fraternity

Selected Real Estate Honors & Activities

- Member, Columbus, Ohio, and National Association of Realtors
- 1996 Chairman, CBR Affordable Housing Committee
- 1996 Vice Chair, CBR Education Committee
- Member, CBR Computer Users Group
- Member, Central Ohio Realtors Political Action Committee
- Member, Columbus Board of Realtors Education Committee
- Certified Residential Specialist (CRS)
- Certified Residential Broker Candidate
- Graduate Realtors Institute (GRI)
- Member, OAR Presidents Sales Club
- Trustee, Ohio Association of Realtors