

MARGUS MAHAR

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GGM Construction LLC ▪ 4139 W. Vine St, Kissimmee, FL 34741 ▪ www.GGMConstructionLLC.com

VP Business Development

▪ Jan 2021 - Current

Margus joined GGM Construction early 2021 with the intention to grow it into drywall powerhouse. Its original owner and founder Julio Maldonado had created a company with tremendous potential due to its significant workforce. Margus brings the administrative and management skills to the table which were lacking in past in combination with B2B sales experience and all-around business acumen. As most of us rely on receiving our information from the web, it was extremely important for GGM to establish online presence. Therefore the first task Margus handled was creating a website, search engine profiles and of course Social Media accounts.

In the first five months of this partnership GGM has signed contracts with national companies such as Horizon Retail, Pulte Homes and Florida based multi family GC's Carr Builders & Harmon Builders.

Dynamic Realty LLC ▪ 131. E. 13th Street, St. Cloud, FL 34769

Realtor

▪ Nov 2019 - Current

Since joining Dynamic Realty, Margus has been continuing working with investors both in commercial and residential side of the business. As the market has fluctuated so did the investors needs – Margus kept up with the demand and has outperformed most of his investors expectations.

Currently Margus is working on expanding his real estate team and passing on his skills to the next generation.

Eurocom LLC ▪ 131. E. 13th Street, St. Cloud, FL 34769 ▪ www.EurocomDevelopments.com

Developer

▪ Jul 2017 – Current

In the summer of 2017 Margus connected with a St Cloud Florida General Contractor and created a development company called Eurocom LLC. The plan was to acquire raw land and develop commercial properties. At the end of 2017 Eurocom acquired its first lot. It was perfectly located within St Cloud' Medical Arts District and across the St Cloud Hospital. After diligent research we decided to develop a 11,400SF medical office building. Project took off in late 2018 and was completed 2020.



The project was a success and has been fully finished and sold as of 1st Qtr 2021.

JC Penny Realty LLC ▪ 8701 W. Irlo Bronson Mem Hwy, Ste 200 Kissimmee FL 34747

Realtor

▪ Oct 2012 – Nov 2019

After the recession Margus decided to change his career path and became State of Florida licensed real estate agent. He passed his exam in first try and joined Orlando Regional Realtor Association (ORRA) by taking a pledge to follow their strict code of ethics and morals, and became Realtor®. Once license Margus joined JC Penny Realty who specialized in vacation rental homes market near Disney Florida.

During his first year in business Margus closed over 1 million dollars of real estate transactions.

Margus specialized in working with investors who were new to Florida market and helped them to invest in residential as well as commercial investment properties. After 2017 onward Margus worked hand-in-hand with dozen of investors and created some of the most amazing vacation rental homes, some of which were featured in local news even ([YouTube Video Link](#)).

Please see a list of Margus' real estate skills below:

- Residential real estate
 - Property analysis and CMA's (comparable market analysis)
 - Strong buyer and seller representation skills
 - Finding creative solutions to complete the deals with all parties being satisfied
 - Knowledge of local market place and neighborhoods
 - Understanding of how STR (short term rental) properties work and being able to advise investors properly
 - Understanding of LTR (long term rental) properties and being able to advise investors properly
 - Knowledge of bank owned properties (REO and Short Sale). Understanding the variances in different types of bank owned properties and contracts
 - Understanding USDA, VA & FHA loan requirements and properties which qualify for each one type
 - Residential leasing, marketing, negotiations, and contracts
 - Portfolio investments
 - "Flip" properties and rehabs
 - Wholesale transactions
 - NOI & ROI analysis and more.
- Commercial real estate
 - Intimate Knowledge of selected market areas

- Understanding of different types of leasing options – NNN, Modified Gross, Gross Lease etc.
- Understanding CAM calculations including sales tax and property taxes
- Versed in commercial leases and its variances depending on client type
- Finding creative solutions to get all parties contract with satisfaction.
- Understanding how commercial businesses work, therefore being able to create leasing structures which work for all parties
- NOI & ROI calculations and more

GRB Enterprises Inc ▪ Winter Park FL 32789

Marketing Consultant

▪ 2010 - 2013

GRB Enterprises had been around since the early days of internet. Its owner John Peele was one of the very first computer tech companies in Orlando FL area. When I joined the company 2010, GRB Enterprises provided IT services to number of local businesses, ranging from law firms, accounting firms to media solutions offices.

Within few months of being apart of GRB team, I found a product at a tradeshow which seemed to have potential – it was called a virtual presenter. The technology is currently widely used in airports, retail shops and convention halls. Within the next year we re-designed out own version of this product and took it to market. GRB brand of Virtual Presenter was called “v-Me” and directly marketed to tradeshow rental firms, banks, retail shops and other similar organizations.

Margus’ tasks within GRB Enterprises:

- New business development: developed marketing strategies and materials to acquire new clients;
- Web development: I developed and integrated an online e-commerce solution for GRB Enterprises as well as its clients; I re-designed GRB’s own website;
- B2B sales and new technologies research and implementation – virtual presenter design, finding local manufacturers to fabricate the designs and final assembly at client’s location; as there was no competition at time, we had to develop a pricing structure based on market.
- Marketing materials creation: I developed sales and marketing materials such as: promotional email newsletter templates; print-out flyers; online materials.
- Customer Services: handling incoming phone calls and emails regarding virtual presenter products; client follow up and appointment scheduling; service calls and troubleshooting.
- New products launch: v-Me – GRB signature virtual [presenter product which was directly marketed to tradeshow solutions and retail shops.
- Web development: Joomla, Drupal, WordPress, HTML, Flash, PHP, CSS, Magento & Virtuemart ecommerce shopping carts.

Precise Interior Services International ▪ 1900 W. New Hampshire St, Orlando FL 32804

Co-Founder / Owner / President of Operations

▪ Jan 2006 – Nov 2009

Precise Interior Services Int'l was a hospitality servicing company. We were servicing hospitality industry with warehousing, deliveries and installation. One of the items setting us apart from other similar companies was our (at time) unique online inventory system which was custom developed under my guidance. It provided our clients the opportunity to go online and see images of inspected products – whether dresser, nightstand, sofa or anything else, it gave our clients a peace of mind knowing the products received were correct.

Margus was the founder and in charge of establishing the business, hiring employees and managing operations. He designed a custom online inventory system (P.R.I.M.E) .and hired an IT firm develop it.

Precise Interior's clients were companies such as Innkeepers USA, Driftwood Hospitality, Host Hotels & Resorts, Hard Rock Hotel, Kessler Collection, Starwood and others. Projects ranged from simple warehousing to full service FF&E install. In the matter of 2 years Margus managed Precise Interiors to grow into multi-million dollar company.

Unfortunately 2009 market crash pushed hospitality companies to stop all renovation projects which was detrimental of Precise Interior Services shutting down.

- Margus tasks:
 - file articles of incorporation with state,
 - acquire EIN number for business,
 - acquire local city, county, and state occupational licenses,
 - acquire required performance bond
 - I developed operating procedures and created an operating manual we called "the Bible". It had all procedures of how handle each situation.
 - I interviewed, hired and trained initial crew of warehouse, delivery, and office staff
 - I interviewed hired and trained sales managers
- Employee hire & training tasks:
 - Sales team training: created lists of prospective clients based on research, put together calling lists and created scripts for cold calling, hands on training sessions and visitations to prospects offices, nationwide travel to prospects offices to develop relationships, and more.
 - Administrative personnel training: since I designed the online inventory system we used, I also trained most of our administrators to use it, inventory tracking procedures, office documentation, time sheets, inbound-outbound appointments, communication with customers, and so forth
 - Warehouse manager and crew training: receiving process, inspection process (since we were dealing with high value products, correct inspection process was extremely important), item categorizing, and inventory, photographing and storing process, outbound process, so forth



- FF&E and delivery team hire and training: proper etiquette and manners in front of customers, proper loading, packing and unloading process, use of different tools and moving equipment, inventory, documentation and collection (if applicable), etc.
- Operational tasks:
 - I handled all nationwide warehouse leases and contracting;
 - I created a workflow and responsibilities manual ("the Bible") – operations manual;
 - I developed Excel worksheets for inventory keeping, labor reports, invoicing, time sheets, payroll, so forth
 - I was holding weekly meetings with all teams about goals, expectations, troubleshooting and other managerial tasks.
- Sales & marketing tasks:
 - I assembled sales and marketing team – including Sales Manager & Marketing Manager
 - I developed sales leads and sales strategies – in example finding out which hotel company was planning to expand in Florida, and approached them with our services;
 - I managed relationships with most of our major clients and visited them on regular basis to uphold the relationship.
 - I was part of creating marketing materials, brochures, our DVD and Video clip;
 - In 2007 my Sales Manager and partner Robert Joyce got to meet President Donald Trump, as we were approaching the Trump Organization with our services.
 - By 2008 Precise Interior Services Int'l had 13 warehouses nationwide, approximately 90 +/- contractors / employees and 24 leased trucks operating in 8 states.

Precise Transportation Services ▪ 1900 W. New Hampshire St, Orlando FL

Co-Founder / CTO

▪ Jan 2004 – Nov 2009

Margus was one of the founding members of Precise Transportation Services Inc. The four original partners started literally from a kitchen table with a dream of building a logistics powerhouse. Our first client was Universal Studios who needed warehousing space to store their overflow attractions. Shortly after PTS was awarded a regular contract delivering frozen food products for McDonald's distribution centers. From there on company started growing rapidly – during first 12 months from founding four to approx. 50 staff and drivers.

One of the things that set us apart from our competition was our online interactive website with delivery updates. Margus was in charge of developing this extensive software platform with a team of coders, designers and IT professionals. Our software allowed PTS to grow from logistics, to airfreight, to brokerage and warehousing. It was one of a kind and ahead of its time.

PTS' list of clients included well-known companies such as: Hard Rock Hotel & Café, Universal Studios, McDonalds, Spice World and IKON Copiers. In the matter of 36+ months of business the Precise companies



combined generated approximately \$1 Million per Month in business. By that time, we had grown from 4 founding members into 20+ full time office employees and about 50+ drivers.



Skills

- Strong business management skills
- Strong leadership skills
- Employee interview and hire experience and skills
- Contract negotiations and management
- Wide variety of office administrative tasks
- Creative marketing solutions and budgeting
- Strong computer skills with advanced understanding of networking
 - Windows & Mac op. systems
 - MS Office (Word, Excel, PowerPoint, Outlook, One Note, etc.)
 - Adobe Master Collection CS5 (Photoshop, Illustrator, etc.)
 - Act (Sales Management Platform)
- Time Management & Payroll records keeping and reporting
- Inventory management and reports
- Strong networking skills and ability to develop relationships with local authorities
 - Peachtree Accounting / QuickBooks
- Web Development using online platforms: Joomla, Drupal, WordPress, HTML, Flash, PHP
- Online e-Commerce Platforms: Magento, Virtuemart

Education

- Real Estate Express / 2012 / Completed 2012 ▪ Licensed Real Estate Agent
- Audentes Business College / 1997-1999 / Incomplete – moved to USA ▪ Economy / International Business Management
- Tartu University / 1996-1999 / Changed Major ▪ Chemistry
- Parksepa Highschool / 1993-1996 / Completed 1993-1996 ▪ Diploma