

# Andrew P. Birchall

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Top performing sales professional with over 18 years of experience. Dedicated to providing the highest quality service with confidence and trust. Skilled at building relationships, solving problems and communicating effectively. Excellent with new business development and account representation. Highly motivated, enthusiastic and committed to success. A proven leader with a strong work ethic and willingness to go the extra mile.

## Education

Flagler College, St. Augustine, FL | Bachelor of the Arts - April 1997  
Major: Communications / Advertising and Public Relations

## Professional Experience

### **August 2015- Present** **Birchall & Co Real Estate – Principal Broker**

Birchall & Co specializes in the sales and marketing of Residential and Commercial property in the St. Augustine/ St. Augustine Beach area. With 18+ years of St. Augustine local real estate knowledge *selling my favorite place* has become both my career and passion, and I'm proud to help serve our growing region. With Birchall & Co I deliver:

- Local experience and an ear to the ground
- Active community involvement
- Sales results

### **January 1998 to July 2015** **St. Augustine Realty - Broker/Associate**

- Sales Person License – 1997- Present
- Broker Sales Person License – 2006 – Present
- Broker Management and Sales Course 2007
- New Construction and Sales Course 2007
- Sales Mediation Training 2010 & 2014
- Florida Realtors Annual Sales Convention 2007 thru 2015
- Florida Realtors Mid-Year Sales Meeting 2008 thru 2015
- National Association of Realtors Annual Sales Convention 2008, 2009, 2010
- National Association of Realtors Mid-Year Sales Meeting – Washington D.C. 2010-2014
- Leadership Sales Training –Chicago 2010 – Florida 2010
- Top Producer - Selling volume St. Augustine Realty 2003-2015
- Top Producer -Listing volume St. Augustine Realty 2003-2015
- Multi-million Dollar Sales Performer 2001-2015

## Associations and Committees

- President - St. Augustine / St. Johns County Board of Realtors 2014 & 2015
- President - St. Augustine / St. Johns County Multiple Listing Service Corporation – 2010, 2011
- St. Augustine and St. Johns County Board of Realtors – Board of Directors 2004-2007 (Secretary 2003)
- Florida Realtors Board of Directors – 2010, 2011, 2014, 2015
- Florida Realtors Young Professionals Network – Chairman 2014
- National Association of Realtors Multiple Listing Service and Policies Committee – 2011 & 2012
- American Cancer Society Operating Board / St. Johns County 2006-2011
- National Association of Realtors- State & Local Policy Issues Committee – 2015-2016

## Honors

- Seller Representative Specialist Designation - 2015
- Jacksonville Home-Buyer Magazine Best in Client Satisfaction 2006 thru 2015
- Florida Realtors Honor Society 2008-2015 – 8 years
- Captain, Flagler Golf Team 1996 - 1997
- Florida Sun Conference Golf Champion 1996
- Florida Sun Conference Player of the Year 1996
- Florida Realtors Leadership Academy Graduate 2011
- Innovia MLS / Marketing Advisory Panel for 2010-2011
- Realtor of the Year - 2012

## Passions

Family | Running | Golf | Surfing | Boating / Fishing | Philanthropy