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**Profile**

Doug

First Name

Haughey

Last Name

sellsnaples@gmail.com

Email Address

1155 12th St N

Street Address

1155 12th St N

Suite or Apt

NAPLES

City

FL

State

34102

Postal Code

Home: (239) 961-1561

Primary Phone

Alternate Phone

Royal Shell Real Estate

Employer

Realtor

Job Title

**Employer's Address**

601 5th Avenue S.

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**Which Boards would you like to apply for?**

Design Review Board: Submitted

**Member Category (if applicable)****What other volunteer positions are you interested in?**

None

**What district do you live in? \***☒ City Resident**How long have you held your current residency status?**

11 years

**Do you now hold public office?**☐ Yes ☒ No**If yes, what is the office?**

**Are you a registered voter of Collier County?**

☒ Yes ☐ No

**Are you employed by the City of Naples or any other governmental body?**

☐ Yes ☒ No

**Are you related to anyone employed by the City of Naples?**

☐ Yes ☒ No

Question applies to multiple boards

**Do you acknowledge review of and no conflict with Article IX Code of Ethics of the City of Naples Code of Ordinances?**

☒ Yes ☐ No

**Please list any City of Naples boards or committees on which you have previously served:**

**Please indicate any City of Naples board or committee on which you currently serve:**

**Do you serve on a board or committee of Collier County or other government?**

☐ Yes ☒ No

**If so, what is that board or committee?**

**Please list your community activities (civic clubs, neighborhood associations, etc.)**

Lake Park Association - President (15 months) , Lake Park Elementary - PTO - President (7 years)

**Please provide the name and address of a local individual who can confirm your background and experience.**

Luke Fredrickson

[Doug\\_Haughey\\_s\\_Resume\\_-\\_February\\_2023.doc](#)

Upload a Resume



Please upload a professional headshot to be displayed on the City's website if appointed to board.

Doug Haughey

I am a hard worker with great interpersonal skills, sound character, and the proven ability to build strong client relations. I bring with me more than 25 years of real estate, construction/remodeling, relationship building, sales, marketing, management, and recruiting experience.

## **EMPLOYMENT**

### **Royal Shell Real Estate- Naples, FL (May 2011- Present)** **Coldwell Banker- Denver, CO (March 2006- October 2013)**

#### **Real Estate Sales Associate**

*Specializing in consulting with clients on ways to improve properties through renovation and construction work.*

*Responsible for agent duties in assisting clients on both the buying and listing side of real estate transactions. Duties include appropriately pricing homes to sell based on current market conditions, creating marketing for homes on the internet as well as in print, showing buyers homes within their budget that met their search criteria, negotiating pricing and contracts, and helping all clients through the closing calendar including inspection objection & resolution, appraisal, title, and closing.*

- Sold over \$72,000,000 in real estate since 2006
- Royal Shell Top Producer Listings Individual 5<sup>th</sup> Avenue Office- October 2015, April 2017, April 2018, March 2019, November 2019, September 2020
- Royal Shell Top Producer Sales Individual 5<sup>th</sup> Avenue Office- November 2015, December 2015, January 2016, March 2016, May 2016, May 2017, November 2018, August 2019, April 2020, February 2020, June 2020, February 2021, April 2021, March 2022, April 2022, July 2022
- Coldwell Banker Diamond Club- 2010
- Coldwell Banker Denver Central Office- Top GCI Closed Individual 2010
- Advanced to the Coldwell Banker Relocation team in 2008
- MLS Certified in 2006

### **Old Naples Living- N2 Publishing - Old Naples & Aqualane Shores (June 2014- present)**

#### **Owner/Publisher**

*Responsible for vetting business partnerships, client retention, building and maintaining resident relationships, acquiring & editing content, organizing resident/client parties, & publishing the magazine monthly*

- Obtained partnerships with over 35 local businesses to support the cost of the publication
- Created resident involvement and buy-in for the resident driven monthly newsletter
- Published monthly strictly with content from the residents
- Coordinate 8-10 resident parties a year to build community and resident involvement

### **Hewlett Packard/ Microsoft/ Infinity Marketing Team/ Legacy Sports- Edwards, CO (Nov. 2004-Nov. 2005)**

#### **Marketing Manager**

*Responsible for managing client interaction and relations, logistics, scheduling, and product display for the HP ColorWorks Tour for Hewlett Packard's Printing Division. The ColorWorks Tour is a grass roots effort to educate the Small and Medium Business market on HP's new color business printers and Microsoft's XP programs such as Publisher. The tour is currently in its first year and was so successful that HP has already advanced funding for an additional year.*

- Developed schedule for tour to visit 171 stores in 40 major markets in a 12 month period
- Managed tour expenditures to 21% below budget including lodging, food, & gas
- Produced new initiatives for marketing and advertising of tour including logos, displays, & media

- Positively interacted with 50-100 customers daily in Office Max, Office Depot, and Staples
- Trained clients, store employees and HP marketing reps. on HP and Microsoft technologies
- Managed long term and daily logistical concerns
- Tracked customer demographic data from store interactions

#### **Comsys, Inc. – Greenwood Village, CO (Nov. 2003-Sept. 2004)**

##### **Senior Account Manager**

*Responsible for developing and maintaining a new client base and national accounts in the Denver market as well as increasing awareness of Comsys within the technical community.*

- Produced 61 requirements from 14 new clients in the first 10 months
- Dramatically increased Comsys exposure by contacting 246 Managers in 82 companies in 10 months
- Established key relationships in diverse industries such as Banking, Telecom, & BioTech
- Successfully developed awareness within RMIMA, AITP and other technical user groups
- Educated and managed recruiters with respect to new client base as it was developed

#### **ToolWatch Corporation- Centennial, CO (March 2003- Aug. 2003)**

##### **Senior Account Manager**

*Responsible for developing vertical markets and national accounts, building lucrative relationships with industry Associations, and creating philanthropic ties to the community.*

- Produced \$471,000 in inherent business in the first 4 months
- #3 out of 6 Senior Account Managers after 4 months
- Developed national accounts including EMCOR Companies, US Army, and Skanska USA
- Established affiliation with Association of Builders and Contractors to create industry awareness
- Formulated relationship with Habitat For Humanity for industry exposure and charitable benefits

#### **TEKsystems, Inc.- Hanover, MD (May 1996-August 2002)**

##### **Contract Manager/Account Representative- Westminster, Colorado (June '98 - August '02)**

*Responsible for the acquisition of new accounts, maintenance of existing accounts, training and management of 2-10 technical recruiters, and management of 20-30 contractors.*

- National Sales Contest winner in 2000 and in the 1<sup>st</sup> quarter of 2001
- #4 out of 15 salespeople
- Sales totaled over \$1.5 million in Gross Profits in 1999, \$2.3 million in 2000, \$1.75 million in 2001
- Developed brand new sales territory into National Contest winning territory with minimal support
- Managed Recruiters to fill open client requirements by teaching, motivating, and brainstorming
- Consulted clients on IT Solutions and Services

##### **Senior Technical Recruiter- Westminster, Colorado (October '97 - June '98)**

*Responsible for the development, training and leadership of 16 technical recruiters, placing technical contractors at client sites, management of up to 20 technical contractors, the prospecting of new sales leads for Account Managers, and calling on C level managers for references of contractors.*

- #1 out of 20 Technical Recruiters
- Successfully placed over 35 technical contractors at client accounts
- Placements led to over \$1 million in Gross Profits
- Performance led to promotion to Account Manager

##### **Technical Recruiter for IT- Charlotte, North Carolina (March '97 - October '97)**

*Responsible for the placement of IT Technical Contractors including IT Technical Managers and Directors, Infrastructure Engineers, Desktop Support Technicians, and Helpdesk Technicians at client sites.*

- Successfully placed over 40 technical contractors at client accounts
- Placements led to over \$1.1 million in Gross Profits
- Developed and maintained over 300 relationships with IT Technical Contractors
- Performance led to promotion to Senior Technical Recruiter

**Technical Recruiter- Charlotte, North Carolina (May '96 - March '97)**

***Responsible for the placement of Telecom Specialists, Engineers, and General Labor contractors at client sites.***

- Successfully placed over 25 technical contractors at client accounts
- Placements led to over \$500,000 in Gross Profits
- Developed and maintained over 100 relationships with contractors
- Performance led to promotion to Technical Recruiter for IT Division

**SKILLS**

- Strong Negotiating
- Client relations
- Product Marketing
- Logistics Planning
- Budget Management
- Outside Sales/Account Relations
- Outstanding knowledge of the real estate industry
- Strong knowledge of home remodeling
- Knowledge of staffing industry, recruiting, and hiring processes
- Knowledge of the Construction Industry

**EDUCATION**

Miami University; Oxford, Ohio ('92-'96)

Bachelor of Science in Marketing

Minor in Human Geography

**INTERESTS**

Lake Park Association- President ('21- present), Lake Park Elementary PTO- President ('16- 2022), Naples Sunset Rotary Club ('12- '18), Volunteer Mentor for Minds Matter ('08-'11)- helping underprivileged high school students get accepted to college, Golf - volunteer scoring observer for 9 years at The International, Castle Rock, CO- a sanctioned PGA Tour event, Skiing, Basketball, Scuba diving, Backpacking, Mountain Biking, Fishing, Travel