

# NICHOLAS PAGANO

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## PROFESSIONAL PROFILE

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Proven talent for aligning business strategy and objectives with established business development and operations management paradigms to achieve maximum operational impacts with minimum resource expenditures. Growth-focused thought leader with the ability to orchestrate and lead end-to-end property development initiatives, grow profitable businesses from the ground up, execute strategic negotiations to secure optimal terms, mitigate regulatory risks by upholding compliance, and build trust-based relationships with potential and existing clients, contractors, and other stakeholders. Exceptionally dedicated professional with keen interpersonal, communication, and organisational skills, as well as budget management, strategic planning, and resource allocation expertise.

## CORE COMPETENCIES

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|-----------------------------|----------------------------------|------------------------|
| • Data Analysis & Reporting | • Client Relationship Management | • Feasibility Analysis |
| • Real Estate Development   | • Opportunity Development        | • Sales & Marketing    |
| • Stakeholder Engagement    | • Strategic Negotiation          | • Strategic Planning   |
| • Project Management        | • Team Leadership                | • Market Research      |

## WORK EXPERIENCE

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COZY DEVELOPMENTS, PERTH, WA, MAR 2023 TO PRESENT

### DIRECTOR/OWNER

- Play a key role in the development and growth of a small-scale property development company by performing feasibility analysis of properties in the Perth metro area with a strategic focus on profit margin maximisation.
- Secure beneficial terms and pricing for the business by executing strategic contract negotiations with landowners, financiers, real estate agents, architects, and other partners and contractors, successfully protecting business interests.
- Chart the successful development of cost calculators and determined zoning requirements and parameters to compile preliminary development information, demonstrating up-to-date knowledge of property market insights.
- Position the company as a professional, industry-leading offering by spearheading the planning, development, and execution of high-impact marketing strategies.
- Mitigate regulatory risks by aligning objectives and bridging communications with external legal and accountancy firms to review and verify the accuracy of project and legal documentation.
- Navigate complex challenges, obstacles, and market conditions with an innovative and solution-focused mindset.
- Monitor local development trends and market conditions to identify and capitalise on profitable opportunities.
- Drive continuous improvement by identifying business inefficiencies and implementing streamlined solutions.

THE AGENCY, PERTH, WA, JULY 2022 TO PRESENT

### PROPERTY PARTNER

- Served as Lead Agent for a \$25M mixed-use development while also handling property sales consultant responsibilities.
- Delivered high-quality, end-to-end project management, including coordinating pre-launch activities, defining the project brand, and collaborating with builders and contractors to verify the accuracy and quality of completed units.
- Headed all aspects of sales office creation, including layout design, builder and contractor negotiations, budget management and control, expectations management, and ongoing stakeholder communication.
- Championed the planning and execution of project-related marketing campaigns, including overseeing the creation of engaging print and digital marketing materials in line with brand goals and objectives.
- Acted as the primary representative and face of the project tasked with cultivating positive relationships with prospective buyers and providing guidance throughout the buying journey.
- Promoted a culture of transparent communication and seamless information sharing by producing routine and ad-hoc progress and feedback reports related to the project.

- Crafted and launched innovative and high-impact property development and project management strategies in line with business goals, objectives, and best practices.
- Translated market data and complex information into value-added insights and solutions.
- Managed conflicts while effectively handling and coordinating competing priorities and expectations from stakeholders.

VARIOUS REAL ESTATE GROUPS, PERTH, WA & OVERSEAS LOCATIONS, MAY 2011 TO JULY 2022

#### **SALES CONSULTANT**

- Established rapport and trust-based relationships with potential clients while conducting in-person meetings, directly contributing to the attainment of business development and revenue goals.
- Enabled data-driven decision-making by conveying key insights into the property market through reporting and analysis.
- Developed a robust pipeline of buyer/seller leads and opportunities through informal and formal networking, ongoing outreach, and the development of relevant content.
- Facilitated the successful execution of dynamic marketing campaigns and key initiatives by proactively collaborating with contractors and trade personnel.
- Demonstrated a strong ability to work independently while identifying and addressing organisational and client needs.

#### PREVIOUS EXPERIENCE

CENTRE PARKS, ELVEDEN, UK, FEB 2006 TO MAR 2011 | **FOOD & BEVERAGE ATTENDANT**

#### **EDUCATION**

- Real Estate Representative, Tafe East Perth, 2011
- City of Guilds Plumbing (UK), 2005
- A-Levels: Biology, Chemistry, Physics, Mathematics, King Edward VI Upper School (UK), 1999 to 2004

#### **AWARDS AND HONOURS**

- 2021/2022 REIWA \$13 Million Dollar Club
- 2012, 2013, 2014, 2017 REIWA \$6 Million Dollar Club

#### **ADDITIONAL INFORMATION**

**Languages:** English,

**Technical Proficiencies:** Windows, Microsoft Exchange, Microsoft Office Suite, Zoom, Photoshop REX Software, Agent Box CRM, wireless LAN,

**Interests:** Soccer (Competitive), Chess (recreational)