

Chamber of Commerce Nominee

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Page 1**Application for membership on the Measure P Citizens' Oversight Committee****1. Prefix**

Mrs.

2. First and Last Name

Zulema Maldonado

3. E-mail**4. Home Address****5. City**

Chula Vista

6. ZIP code

91913

7. Primary Phone**8. Secondary Phone**

Not answered

9. Are you registered to vote in Chula Vista?

Yes

10. Do you live within the City limits of Chula Vista?

Yes

11. How Long?

13 yrs

12. Present employer

Berkshire Hathaway HomeServices

13. Occupation

Realtor

14. Are you currently serving on a Chula Vista Board/Commission?

No

15. Which one(s)?

Not answered

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16. Have you previously served on a Chula Vista Board/Commission?**No****17. Which ones?**

n/a

18. Are you or have you been involved in any local, civic or community groups?**No****19. Which ones?**

n/a

20. Certain seats on the Citizens' Oversight Committee require nomination by specific Nominating Authorities. If you are applying for one of these seats, please select your Nominating Authority below; otherwise, select "none":**** Chula Vista Chamber of Commerce****21.****** This question is ONLY required for applicants who were nominated by one of the following Nominating Authorities, otherwise please enter "N/A":**

- **Chula Vista Chamber of Commerce - Nominees must have expertise and experience in at least one of the following areas: accounting, finance, engineering, or a related discipline (including construction).**
- **San Diego Taxpayers Association - Nominees must have expertise and experience in at least one of the following areas: accounting, finance, engineering, or a related discipline (including construction).**
- **Chula Vista Director of Public Works - Nominees must have expertise and experience in engineering or a related discipline (including construction).**

Please describe your applicable experience and expertise in 250 words or less:

Berkshire Hathaway HomeServices California Properties recently honored Zulema Maldonado with the President's Circle Gold award. Maldonado's achievement was due to the number of transactions she successfully closed during the course of 2016, which ranked her at the top two percent of the brokerage's vast national network of sales professionals.

Based in the Eastlake section of Chula Vista, Maldonado attributes much of her success to her vast expertise with bank-owned properties and short sales, as well as her commitment to maintain her core values, which drive continued satisfaction for her clients. Fluent in Spanish..

Specializing in residential and commercial properties, Maldonado holds the Short Sale and Foreclosure Resource designation, and the Certified Home Affordable Foreclosure Alternatives designation. , Sam Guillen (manager)says She spends countless hours working toward making life in Chula Vista, Eastlake and Otay Ranch wonderfully comfortable, safe and exciting. I'm proud to work alongside her."

22. What are your principal areas of interest in our City government, and what experience or special knowledge can you bring to those areas? (250 words or less)

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I'm also a business owner of Franchise Restaurant in Chula Vista, my main goal is that in every business succeeds in our communities and primary interest is education in (best schools in the county) our communities.

I dedicated to putting the needs and interests of my clients first, I have set myself apart as a result of her ability to manage a high volume of sales, business acumen and focus on serving my community with the highest ethical standards.

I pride myself on applying the same commitment to my business as I do for my family. Married for 27 years, I'm a mother of two college students(graduated from Otay- High) who share in my drive for success

I have been an active member of the community. Continuously donating to The Charitable Foundation, also donated my time as a board member for both the Chula Vista Chamber of Commerce and Chula Vista Library Foundation.

23. What would you hope to accomplish in the role of a Member of the Citizens' Oversight Committee? (250 words or less)

My main concern is where the benefits of measure P are distributed, I love my community and I will love to be part of the success of our communities, to see the improvements of parks, streets ,technology, recreational centers, libraries, arts just to mentioned a few. Also as mother I want the best for the new generations to come and settled in our communities to succeed as I raised my kids.

24. I understand that to be considered, I must submit a resume along with this application.

[ZULEMA MALDONADO'S RESUME.pdf](#)

25.

I am familiar with the responsibilities of the Citizens' Oversight Committee. I declare under penalty of perjury under the laws of the State of California that the information I have provided is accurate and true.

ZULEMA MALDONADO

NEW HOME SALES AGENT

Results-driven and ambitious professional with a progressive 13yrs career in Real Estate business. Highly skilled at establishing and implanting strategic business initiative that encourage customer growth and retention. Effective communicator and team leader who adeptly drives business goal pursuit and inspires a revenue –producing environment. Top 1%-2% Volume sales agent nationwide for 13 years in a row at Berkshire Hathaway/ Prudential CA Realty.

PROFESSIONAL EXPERIENCE

Real Estate Sales Agent

2013-Current

Berkshire Hathaway HomeServices

- Develop and execute business development strategies
- Create and maintain referral business from customers and business partners
- Counsel sellers to staged and décor properties before marketing to maximized capitalization
- Promote and advertised properties within my community and Mexico
- Presentations to foreigners of how to purchase properties in USA
- Meetings with Lenders partners to optimize loans for all prospects

Real Estate Sales Agent

Prudential CA Realty

2004-2013

- Certified Home Affordable
- Assisted Financial Institutions in the sale of their liquidation assets (Bank of America, Chase ,Wells Fargo)
- Management of Reo inventories through San Diego County
- Maintained highest standards of business practices within the sale of liquidation assets Including strict adherence to quality and compliance regulations for each city
- Staged and décor each property to obtain the highest profit in the shortest time for each financial institutions on the sale of their assets
- Met with contractors to negotiate cost and time of complexion to deliver great profits for all the financial institutions
- Coordinate all phases of the sale for the foreclosure properties (evictions, cash for keys, utilities, clean, secure properties, maintained pools and landscape etc.)
- Negotiated fines on foreclosures with the cities where they were abandon the properties

Manager Relief Assignments

Citi Group

1997-2004

- Developed New sources of business
- Established New dealerships (new furniture stores, new dealerships in the imperial Valley)
- Provided knowledge and expertise to employees regarding loan and insurance products
- Reviewed credit and delinquency accounts in the branch
- Implemented production goals, optimized profitability and control operating expenses

Professional Accomplishments

- 2011-2014 Top 3% Sales Units/Vol. Agent Nationwide at Berkshire Hathaway /Prudential
- 2013 Chula Vista Library Foundation award outstanding volunteer work
- 2006-2010 Top 1% Sales Units/Vol. Agent Nationwide at Prudential CA Realty for 5yrs in a row
- 2008 Certificate of Appreciation Education without Frontiers award by Sweetwater School Union District.
- 2007 Leadership Awards from the City of Chula Vista and City of San Diego
- 2007 Certificate of Special Recognition from US congress Rep
- 2007 Chula Vista Chamber of Commerce awarded "Joe Albert "Ambassador of the year
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Professional Affiliations

- Coronado Chamber of Commerce member
- Chula Vista Chamber of Commerce board member
- SDAR Association of Realtors member
- Pacific Southwest Association of Realtors member
- Sunset Rotary Club member
- Chula Vista Library Foundation volunteer