

Paul Borman

Realtor at Maxavenue

Summary

After 25 years in sales and management, Paul Borman's go-getter attitude has made him a top producing Realtor® who works hard to find his clients the right home at the right price. His background in engineering gives him the analytical skills to tackle the challenges of buying or selling a home. Paul has the marketing skills, business savvy, and proven systems to help homebuyers and sellers achieve extraordinary results.

Experience

Realtor at Maxavenue

February 2013 - Present (2 years 6 months)

Paul Borman is truly one of the most well-rounded and top producing Realtors working in Austin today. In both 2011 and 2012, Paul was a finalist for the Platinum Top 50, an award that recognizes the most successful residential Realtors based on sales volume, community involvement, and commitment to continuous education in the industry. "My goal is to keep up with the newest technologies, neighborhood laws, and market statistics. I ensure that my clients are updated and protected as our industry changes," says Paul. A Certified Negotiations Expert (CNE) with a successful background in sales, Paul truly loves touching the lives of his clients and helping them achieve their dreams of stable home ownership and rewarding home investment.

Realtor at Avalor Austin

February 2006 - February 2013 (7 years 1 month)

Represented residential buyers and sellers.

Director of Sales at Q2eBanking

August 2005 - February 2006 (7 months)

Q2 Software provides community banks and credit unions with internet banking software interfaced to their core system. Responsible for new sales.

Western Regional Manager at Fiserv/EPSSIA Corporation

October 2002 - July 2005 (2 years 10 months)

EPSSIA enables high-volume document producers to better manage their documents and reduce costs by eliminating paper copies with network and Web delivery. Focused on the financial services market. Responsible for new sales and business growth with existing customers.

Director of Sales at Amicus, Inc.

November 2000 - September 2002 (1 year 11 months)

Amicus provides business and information sharing solutions to the financial services industry with Web based tools and services.

Vice President/Strategic Business Operations at Epicor Software (Formerly CCI/Triad)

May 1996 - October 2000 (4 years 6 months)

- Facilitated CCI/Triad merger. Involved in all aspects of the automotive business units to evaluate pre and post merger circumstances.
- Developed the business position for presentation to the Federal Trade Commission to approve the merger.
- Product rationalization and combined marketing position for the automotive business groups.
- Developed the combined business plan for the automotive business groups.
- Corporate product pricing review for consistency across product lines and applicable to corporate goals.
- Contract negotiations for new customers and disputes with existing customers.
- Automotive Year 2000 Coordinator. Defined and determined the Y2K readiness for 47 automotive products including software and hardware distribution and installation for the customers.
- Significant projects included sales training, key customer account management, customer turnaround situations, and disputed accounts receivable collection.

Certifications

Certified Negotiation Expert (CNE)

Real Estate Negotiation Institute

Honors and Awards

2011 Platinum Top 50 Finalist

December 2011

The Platinum Top 50 is awarded to the top Realtors and Brokers based upon several criteria including sales volume, sales transactions, continuing education and service to the industry, and community service to others.

2012 Platinum Top 50 Finalist

December 2012

Skills & Expertise

Real Estate

Condos

Real Estate Transactions

Investments

Sellers

New Home Sales

Buyer Representation

Single Family Homes

First Time Home Buyers

Relocation

Investors

Foreclosures

Short Sales
Investment Properties
Luxury
Brokerage
Referrals
Seniors
Real Property
Buyers
Contract Negotiation
Selling
Residential Homes
SFR
Listings
Property
ABR
Resellers
Townhomes
REO
Move Up Buyers
HUD
Rentals
Real Estate Financing
Sales

Education

University of Missouri-Columbia

BSIE, Industrial Engineering, 1973 - 1977

Interests

Scouts, fishing, outdoors, financial, sports

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[Contact Paul on LinkedIn](#)