

# RICHARD PIRAINO

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Recognized as business focused professional who consistently takes ownership in corporate mission and objectives. Strategic, insightful thought leader able to solve complex problems, influence critical business decisions.

## Professional strengths and abilities include:

- ◆ Business Administration
- ◆ Acquisition Contracts
- ◆ Negotiation Skills
- ◆ Knowledge of Structures
- ◆ Real Estate Advisor
- ◆ Sales Operations
- ◆ Organizational Effectiveness
- ◆ Solid Operation proficiency
- ◆ Water & Property Rights
- ◆ Environmental Planning
- ◆ Sewage Disposal Systems
- ◆ GIS

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## PROFESSIONAL EXPERIENCE

**Howard Hanna;** Geauga & Lake Counties, OH **1997 - present**  
**REAL ESTATE AGENT – LAND, RESIDENTIAL and COMMERCIAL PROPERTIES**

Completed 120 hours of requirements to obtain license to list and sell properties in the state of Ohio. Specializing in single family, multi-family, vacant land and commercial properties.

### *Key Achievements:*

- ◆ **Consistently top achiever** amongst agents within the office.
- ◆ **Multi-Million Dollar** producer in Cuyahoga, Lake, and Geauga counties.
- ◆ **Solid grasp of insight of Ohio** real estate market sales, analysis, acquisitions, management and negotiations.
- ◆ **CSP:** Certified Sales Professional
- ◆ **SRES:** Senior Real Estate Specialist

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## EDUCATION

**Associate in Liberal Arts** – City Colleges of Chicago

Real Estate Classes in Appraisal, Finance, and Core Law Lakeland Community College

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## COMMUNITY AFFILIATIONS

### Geauga County Department on Aging

Board Member 2007-present  
Chairman-By-law committee  
Chairman-Transportation committee

### Chardon Twp Zoning

Chairperson 2008-present

### Geauga County Board of Health

Shareholder Member Committee 2015-2016  
Board Member Since 2018

**Lake and Geauga Area Association of Realtors**

Board Member Grievance Committee for Lake & Geauga Realtor Assoc. 2000-2006  
Director 2017-2020  
Chair- Legislative Committee 2017-2019, 2021  
Chair- RPAC 2018-2019  
Realtor of the Year 2018  
President 2020

**Ohio Association of Realtors**

Director- 2016- present  
SPC for Senator John Eklund 2018-Present  
Legislative Steering Committee 2020  
Communications Committee 2019-2020  
Enlarged legislative 2019-2020  
Issues Mobilization Subcommittee 2020  
Political Coordinator Advisory Board 2020  
Local Government Forum  
Political Activity and RPAC Fundraising Committee 2019-2020

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**NATIONAL AFFILIATIONS**

United States Army Veteran

**National Association of Realtors**

Land Use Property Rights and Environment Committee 2019-2021