

Walter Unger CCIM, CCSS, CCLS.

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For your land and investment properties and commercial needs in Arizona, no one can "out service" Walter Unger. Walter's market knowledge is unmatched. His desire to find that win-win solution in a difficult market is wonderful. With experience in business in 3 separate countries and a couple of different languages Walter brings new insights into deal making. He has demonstrated an unbelievable track record in getting the deal closed with minimum interruptions. Experience the difference between average and expert! Give Walter a call

Summary: : Offering an extensive background in Sales and Management.

Marketing, Sales, Marketing Growth, Profit Gain Strategies, Market Research, Feasibility Studies, Business Management, Staff Leadership and Team Development. Fluent in English and German.

Experience:

- 1998 -- Present** Burriss Hennessy & Co. Tucson Arizona.
Senior Associate Broker
Sold 60 million dollar worth of properties in Arizona. Industrial, Retail, Office and Land. Top Producer for the last 9 years.
- 1991 --1997** Tucson Boulder, Tucson Arizona.
Co Owner, Marketing and Sales Manager. After I joined the company, I increased the annual sales revenue by \$500,000 (selling boulders) within the first 2 years, changed the location of the company from a backyard vacant land lot to a 2 acres property with an office building on a major street in Tucson just off the Interstate -10
- 1983--1989** Austral Shirts, Sydney, Australia
General Manager. Marketing, Sales, Manufacturing. Made shirts for Designer Labels like Guggi, Balance and Marks. Increased annual sales revenue by 500% and increased the workforce from 35 employees to 75 employees.
- 1977--1982** Cooperage Restaurant & Nightclub, Sydney Australia.
Owner /Manager.
- 1972—1977** Black Stump Restaurants, Sydney Australia
Started as an assistant Manager and after one year I became Area Manager for 16 Restaurants. I skipped the position as Restaurant Manager. The approximate annual sales revenue for all 16 restaurants were then \$16,000,000.00 a year.

Education:

1959 - 1963

Academisches Gymnasium, Graz, Austria,

1963 - 1967

Hotelfachschule Bad Gleichenberg Austria, (Hotel Manager)

Professional

Designations:

CCIM / Certified Commercial Investment Member

CCLS / Certified Commercial Land Specialist

CCSS / Certified Commercial Sales Specialist

I also hold a certificate of Foreclosure and Short Sale Specialist.

Professional

Associations:

Association of Realtors, National CCIM Institute, Southern Arizona CCIM Chapter and Central Arizona CCIM Chapter, Various Commercial Round Tables in Tucson and Phoenix Arizona. I also was Chairman of the Tucson Commercial Round Table in 2006.
