



## Alex Kutikov 2010

June 22, 2010 - Upstate New York

Name: Alex Kutikov

Title: Director of Real Estate, Associate Broker

Company: Vanguard-Fine, LLC

Location: 2050 Western Ave., Ste. 201, Guilderland, NY 12084

Birthplace and date: Gomel, Belarus, Sept. 20, 1981

Family: Parents Glen and Vera, sister Valerie

College: SUNY Albany

First job outside of real estate: Colwell & Salmon-Inside Sales

First job in real estate or allied field: Residential salesperson

What do you do now and what are you planning for the future? I have been with Vanguard-Fine for about seven years. I specialize in all aspects of retail brokerage and have extensive experience in selling, leasing, tenant representation, business sales, development and consulting. I have worked with multiple national chains including CVS, Burger King, Mobil Exxon, AJ Wright, Dollar Tree and Radio Shack. I currently serve on the board of directors of Commercial and Industrial Real Estate Brokers (CIREB), an Albany, N.Y. based network of commercial real estate brokers.

Hobbies: Basketball, golf, travel

Favorite movie: "The Matrix"

Person you admire most (outside of family): Bill Gates, he made his money from scratch by relaying on grit, determination and intelligence. He understands his influence and applies it on a world scale.

Key to success: Understanding a client's needs and being able to put yourself in their shoes

If you had to choose another vocation what would it be? Law