

Paul Arthur Schmidt-Lee

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DOB: 26 April 1967 | Born: Sydney, Australia

Executive Profile

Distinguished professional with 21 years of service in the Australian Army as a Telecommunications Engineer and nearly two decades in real estate. Recognised for discipline, integrity, and results-driven leadership, with expertise in telecommunications, electronics, frontline management, commercial and residential property sales, leasing, and management. Experienced in leading teams, managing complex projects, and delivering operational and business excellence.

Professional Experience

Ray White Commercial Toowoomba – Toowoomba, QLD

Part-Owner & Director | Nov 2021 – Present

- Provided strategic leadership, contributing to business growth and market presence.

Commercial Property Manager | Business Development Manager | 2015 – Nov 2021

- Managed 400+ commercial properties, delivering exceptional service to owners and tenants.
- Oversaw sales, leasing, and property management operations, achieving award-winning results.

Residential Sales & Property Management Roles | 2006 – 2015

- Residential Sales Consultant: earned multiple awards for sales and listings.
- Residential Property Manager (2009–2015): recognised for expertise in leasing and portfolio management.

Australian Army – Various Locations | 21 Years – 1985-2006

Telecommunications Engineer

- Designed, implemented, and maintained secure communications networks in diverse operational environments.
 - Led technical teams, ensuring operational readiness and mission success.
 - Managed complex projects including installation, maintenance, and upgrades of communications and electronic systems.
 - Developed and delivered training programs for personnel on communications technology and equipment.
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Education, Qualifications & Licences

- Full Real Estate Licence, Queensland
 - Advanced Diploma in Electronics
 - Diploma in Telecommunications
 - Diploma in Frontline Management
 - Ongoing professional development in property management, sales, and legislation
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Core Competencies

- Commercial & Residential Sales
- Leasing & Property Management
- Client Relationship Management
- Negotiation & Conflict Resolution
- Leadership & Team Management
- Legislative Compliance
- Telecommunications Systems & Networking

- Electronics & Technical Troubleshooting
 - Team Leadership & Staff Development
 - Project Management & Planning
 - Operational & Strategic Decision Making
 - Training & Mentorship
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Awards & Recognition

- 2023/2024 – *Premier Performer*
- 2021/2022 – *Premier Business Leader*
- 2020/2021 – *REIQ Commercial Property Manager of the Year*
- 2000-2005 - Long Service Medal – 2nd Star
- 2005 - Australian Army Service Medal
- 1987 - Soldiers Medallion – Exemplary Service