***Dorian Carson***

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# 9630 Aqua Harbor Way Las Vegas NV 89178

**702- 286-6789 (Mobile) dcsellsvegas@gmail.com (email)**

***Ambitious executive with over 22 years experience in Real Estate and Retail Sales Management.***

* Excellent written and oral communication skills. Ability to communicate effectively and professionally with management at all levels. Unsurpassed interpersonal skills; ability to relate to every demographic
* Multi-million dollar producer

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* AT&T “Circle of Excellence” recipient back to back 3 years in a row! Top sales producer in entire western region of the US
* Top sales every month
* Bi-lingual- English and Spanish

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## Certified New Home Sales Professional (CSP), National Home Builders Association 2007

## Southern Nevada School of Real Estate-Kaplan Professional, 2005

**Associate of Arts Degree-Grossmont College, 1997**

**Business Marketing and Management-Midland Lutheran College, 1999**

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Hilton Grand Vacations 2017-Current

**Vacation Counselor**

* Sell vacation ownership packages in a professional and ethical manner.
* Maintain a professional relationship with members, owners and guests to develop trust, and commitment towards the company and for the product.
* Have the ability to get a YES commitment to purchase today.

Equis Financial 2014-Current

**Insurance Agent**

* Sold products and services.
* Master Closer.
* Maintained customer relations.
* World class customer service.

Blue Green 2012-2012

**Timeshare Representative**

* Sold products (Timeshare)
* Master Closer.

RC Willey

**Sales Representative**

2011-2012

* Sold products and services.
* Maintained customer relations.
* World class customer service.

Northstar Realty

**Realtor**

2006-2017

* Specialized in SFR sales,hi-rise, mid-rise condo sales.
* Thorough understanding of investor mindset. Conduct investor presentations out of state and country.
* Specializing in listing homes and the success of selling them.
* Specializing in working buyer/sellers
* Manage a team.

Verizon Wireless 2004-2006

### Lead Communication Specialist/Manager

* Managed employees.
* Sold products and services.
* Maintained customer relations.
* World class customer service.
* Trained new sales reps on computer systems and sales techniques.
* Roll play to increase sales.
* Collected referral business.
* Open/closed store.
* Audits
* Marketing
* Handled cash, credit cards and check deposits and end of day reports.
* Maintained overall efficiency of store.

AT&T WIRELESS 1999-2004

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