

ROBERT SMITH

Real Estate Consultant II

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Versatile Operations Manager trained in Valuations who thrives in challenging, professional environments. Assertive and enthusiastic, with extensive knowledge of Residential Real Estate Sales.

EXPERIENCE

Real Estate Consultant II

ABC Corporation - JUNE 2010 - AUGUST 2012

- Managed all real estate transactions for industrial retailers with a nationwide footprint including lease management.
- Land Development responsibilities included site investigations, suitability analysis, entitlements, utilities, and municipal regulations.
- Advised President and executive staff on real estate aspects of multi-million dollar business acquisitions and mergers.
- Coordinated the pre-development of new stores including architecture, site planning, permitting, entitlement processing and engineering.
- Direct supervision of project contributors including the general contractor, developer, and landlord to meet committed schedules.
- Managed disposal of corporate-owned real estate through a leaseback program involving the sale of properties to investors.
- Analyzed insurance claims and recommended an optimum approach for clients resulting in 100% accuracy in the bidding process.

Real Estate Consultant

ABC Corporation - 2007 - 2010

- Sales & Marketing/ Contract Specialist Conducted team research to strategically develop and execute targeted marketing plans to successfully open up a 350 Single Family home neighborhood.
- Built and established key client relationships and consistently strived to improve sales skills and product knowledge in order to obtain contracts; clients include Metrobrokers-GMAC, Ascot Realty, D.R.
- Horton, Coldwell Banker the Condo Store, Douglas Wilson Companies, European American Realty.
- Applied industry expertise and sales abilities toward the conversion of 321 units at Villa Sonoma Perimeter Summit from apartments to condominiums, ultimately achieving life membership in the Million Dollar Club.
- Exhibited solid communication skills in negotiating every aspect of a sales contract from initial offer through administration to closing.
- Utilized competitive market analysis to correctly price a property for a buyer or seller.

- Demonstrated knowledge and experience with sales and leasing contracts, amendments, addendums and exhibits, as well as equal opportunity housing laws and Georgia code of ethics..

EDUCATION

- Bachelor's of Science in Real Estate Development and Economic Regulation - (Texas A&M University)

SKILLS

Sales, Marketing, Management, Real Estate, Finance.