

## Objective

Entrepreneur and Real Estate Consultant skilled in building relationships, negotiating and closing sales. Innovative and attentive to details with outstanding follow-through.

## Skills

Inventory Management, Sales, Quick books, Business Management.

## Work Experience

### Real Estate Consultant/Director

**Scofield Realty/Open House Realty** - October 2013 – 2019

- Versatile, results-oriented, real estate sales professional with extensive experience in residential real estate.
- Demonstrated customer service excellence, business acumen, and strategic planning ability.
- Possess a collaborative approach in leadership with the aptitude to foster a team-oriented environment.
- Utilize diverse property sales tactics, including qualification, persuasion, strategy, proposal, and closing.
- Armed with solid communication and interpersonal skills to establish and maintain rapport with clients and staff Created dynamic listing presentations.
- Maintain contacts and leads by remaining extremely attentive and responsive.
- Closed and negotiated deals from start to finish using extensive knowledge of the mortgage and real estate industries.

### Real Estate Consultant

**ABC Corporation** - 2008 – 2013

- Guided clients from beginning to end of the home buying process in choosing the right property.
- Negotiated contracts on behalf of clients.
- Managed contracts, negotiations and all aspects of sales to finalize purchases and exceed customer expectations.
- Maintained connections with clients to encourage repeat business and referrals.
- Delivered positive, effective sales presentations.
- Oversaw the advertising of properties for web and print media..
- This is Dummy Description data, Replace with job description relevant to your current role.

## Education

Business, Marketing and Accounting Coursework - (Arizona State University - Tempe, AZ)