

# ROBERT SMITH

## Lead Real Estate Consultant

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### SUMMARY

Experienced Property Analysis, sales, business development, and real estate professional with over ten years of experience seeking to leverage extensive background in mortgage originating.

### SKILLS

Real Estate, Microsoft Office.

### WORK EXPERIENCE

#### Lead Real Estate Consultant

SELF EMPLOYED - May 2014 – 2019

- Market Research performed at the macro and micro level to determine wheres the money, whos the competition, what can be learned about the property.
- Determine demand in various demographic segments, where absorption & pricing trends, and economic vitality, effect dominating a FARM.
- Reconcile competitive positioning, project pricing, capture, and market timing.
- Calculated residual acquisition value, and back of the envelope analysis technique.
- Identification of Target Market, Sales Strategies Capital Access - Package deals and locate capital utilizing our relationships with existing clients.
- Interpret complex municipal code constraints and create a politically feasible entitlement strategy Regularly attend community planning.
- Define and engage key community stakeholders and public officials, inactive and future Distressed Property Services.

#### Real Estate Consultant

REALTY ONE GROUP, INC - 2013 – 2014

- Print and on-line marketing communications design and distributions.
- Team webpage development and maintenance, Business networking, Social networking, Client relationship development and maintenance, Accomplishments [] Ambassador of the year, Huntington Beach Chamber of Commerce 2008 graduate of the Robert Meyer Huntington Beach Leadership Academy Skills Used Exceptional critical thinking, organizing and proactive problem solving skills.
- Superb leadership, project management, networking, marketing, fundraising and negotiating skills.
- Knowledge of digital photography, creating and delivering development presentations and designing print marketing..
- Highly Proficient with Microsoft Office Professional software.
- Familiar with social marketing and internet marketing technologies.
- Exceptional people skills and can make sound decisions under pressure..

## SCHOLASTICS

- CERTIFICATE in REAL ESTATE FINANCE, DEVELOPMENT, AND INVESTMENTS - 2014(UNIVERSITY OF SAN DIEGO - San Diego, CA)