

Professional Summary

Results-driven Sales Professional with 10+ years of experience in driving revenue growth, leading high-performing teams, and delivering exceptional customer experiences in the Real Estate sector. Proven track record of consistently meeting and exceeding sales targets, with a strong background in negotiation and relationship building.

Professional Experience

Senior Sales Director (SA09)

Inazuma.co | January 2020 - Present

Sales Manager (SA07)

Eclipse Realty Inc. | June 2018 - December 2019

Key Achievements:

- Achieved an average quarterly sales growth of 25% through effective team leadership and strategic planning.
- Developed and implemented a sales training program, resulting in a 30% increase in team sales performance.

Responsibilities:

- Managed a team of 8 sales agents, providing coaching and guidance to ensure sales targets were met.
- Collaborated with the marketing team to design and execute targeted marketing campaigns.

Senior Sales Agent (SA05)

Skyline Properties | March 2015 - May 2018

Key Achievements:

- Consistently ranked among the top 3 sales agents in the company, with a personal sales growth of 40% YoY.
- Successfully negotiated and closed several high-value deals, including a \$5 million commercial property sale.

Responsibilities:

- Generated new business leads through networking, referrals, and cold calling.
- Provided exceptional customer service, resulting in a 95% client satisfaction rate.

Sales Agent (SA03)

Greenfield Estates | January 2012 - February 2015

Key Achievements:

- Exceeded quarterly sales targets by an average of 15%, contributing to the team's overall success.
- Developed strong relationships with clients, resulting in a significant increase in referrals.

Responsibilities:

- Conducted property viewings and presented sales pitches to potential clients.
- Maintained accurate records of sales activities and client interactions.

Education

Technical Skills

Sales and Marketing:

- Selling
- Negotiation
- Sales Strategy
- Team Management
- Marketing Campaigns

Real Estate:

- Property Valuation
- Real Estate Law
- Market Analysis

Software Proficiency:

- CRM Software (Salesforce)
- Microsoft Office Suite
- Google Workspace