

Professional Summary

Results-driven Real Estate Consultant with 10+ years of experience in high-value commercial and residential property transactions. Proven track record of successfully navigating complex joint ventures and driving business growth through strategic planning and effective client relationships.

Professional Experience

Senior Real Estate Consultant (AU09)

Inazuma.co | January 2018 - Present

Real Estate Consultant (AU07)

Pinnacle Realty Inc. | June 2015 - December 2017

Key Achievements:

- Closed \$10M+ in property deals within the first year, exceeding targets by 25%
- Developed and maintained a client portfolio of 50+ high-net-worth individuals

Responsibilities:

- Conducted market analysis and provided strategic advice to clients
- Negotiated property deals and managed transaction processes

Junior Real Estate Consultant (AU05)

Cityscape Properties | March 2012 - May 2015

Key Achievements:

- Assisted in closing \$5M+ in property deals, contributing to a 15% increase in team sales
- Built relationships with 20+ new clients through targeted marketing efforts

Responsibilities:

- Supported senior consultants in client meetings and property viewings
- Maintained accurate records of client interactions and property listings

Real Estate Coordinator

Greenfield Estates | January 2010 - February 2012

Key Achievements:

- Streamlined property listing processes, reducing update times by 30%

- Provided exceptional client service, resulting in a 90% client retention rate

Responsibilities:

- Coordinated property viewings and open houses
- Managed and updated property listings on the company website

Education

Bachelor of Science in Business Administration

University of California, Berkeley | June 2009

Technical Skills

Productivity Software:

- Microsoft Excel
- Outlook

Business Strategy:

- Strategic Planning