

## 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