

# JULIEN PETIT

Real Estate Agent

## PROFILE

### Adresse

LyonEstate Agency, 10 Place  
Bellecour, 69002 Lyon

### Location

Auvergne-Rhône-Alpes (near  
Lyon), France

### Téléphone

+33 6 11 22 33 44

### E-mail

julien.petit@lyonestate.fr

### Site

www.lyonestate.fr/julien-petit

## SKILLS

- Urban market analysis & competitive pricing
- Digital advertising (Google Ads, Facebook, Instagram)
- CRM management & lead nurturing (Péliclès, Salesforce)
- Commercial leasing & B2B client acquisition
- Fluent in French & English; basic Spanish

## HOBBIES

- Urban photography & architecture tours
- Cycling along the Rhône river
- Wine tasting in Beaujolais & Côtes du Rhône regions

## EXPÉRIENCES

2020-present

**LyonEstate Agency, Lyon**

Senior Real Estate Agent

- Closed over 120 transactions (residential & commercial), generating €18 M+ in sales in 2023 alone.
- Designed and executed digital campaigns (SEO, PPC, social ads) that increased qualified lead volume by 45 %.

2015 – 2020

**LyonEstate Agency, Lyon**

Real Estate Agent

- Managed a personal portfolio of 60+ listings in high-demand districts (Croix-Rousse, Presqu'île).
- Negotiated and closed 80+ sales, achieving an average sales-to-asking-price ratio of 102 %.

2012 – 2015

**Rhône Immo, Lyon Métropole**

Sales Associate

- Handled contract drafting and liaison with notaries, reducing average sale cycle time by 10 days.
- Organized local networking events that grew referral business by 25 %.

## EDUCATION

2012

**EMLyon Business School, Lyon**

Master's in Real Estate  
Management

2010

**Master's in Real Estate Management**

Master's in Real Estate Management

## COMPETENCIES

- Strategic Pricing: Data-driven approach to set competitive yet profitable listing prices
- Digital Fluency: Leveraging analytics to optimize online visibility and ad spend
- Client Care: Concierge-level service fostering long-term relationships and repeat business
- Negotiation: Skilled at closing multi-party deals under tight deadlines