

Meili Chen

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[LinkedIn](#)

Licensed Real Estate Broker with 12 years' experience across several states. Expertly managed multiple development projects, including mixed-use residential and office spaces and commercial properties. Recent highlights include driving targeted marketing campaigns that increased commercial real estate accounts by 32%. Master's Degree in Real Estate from Georgetown University.

Key Skills

- Buyer & Seller Relations
- Contract Negotiations
- Federal & Local Real Estate Law
- Market Trend Analysis
- Portfolio Management
- Project Management
- Property Marketing Strategies
- Social Media Marketing
- Targeted Resource Allocation

Professional Experience

Senior Commercial Real Estate Agent

BC Commercial Realty, Burlington, VT | March 2015 to Present

- Facilitate meetings with lenders, architects, engineers, and property managers to ensure efficient project completion
- Negotiate lease terms and prices with each client

Highlights:

- Drove targeted marketing campaigns that increased commercial real estate accounts by 32%
- Contributed to commercial real estate transactions with ~\$1.3M yearly sales volume

Real Estate Agent

CK Real Estate, Richmond, VA | July 2011 to February 2015

- Guided all stages of commercial and residential real estate transactions
- Analyzed local property market to provide clients with expert advice on valuations and buying decisions

Highlight:

- Used novel marketing strategies (including events and social media) that helped increase offer prices by ~10%

Education

Master's Degree in Real Estate

Georgetown University, Washington, DC | 2016

Bachelor's Degree in Real Estate

Virginia Tech, Blacksburg, VA | 2011

License

- ◆ Real Estate Broker, State of Vermont | 2020