

JOSEPH HALL

Long Island City, NY
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SALES & ACCOUNT EXECUTIVE

Sales Strategist | Business Development | Account Management

Experienced sales professional with a proven track record of consistently exceeding sales goals in competitive environments. Highly effective at creating and maintaining customer relationships and generating repeat business. Proven ability to drive results, handle complex negotiations, and manage diverse accounts.

- New Business Development
- Territory Marketing Strategy
- Tactful Negotiator & Closer
- Client Acquisition & Retention
- Customer Relationship Management
- Contract Management
- Strong Communication skills
- Entrepreneurial Driven
- Motivated Self-Starter

PROFESSIONAL EXPERIENCE

OXFORD PROPERTY GROUP, New York, NY

2016 – Present

Licensed Real Estate Agent

Account management of new and existing clients for the process of buying, selling, or renting properties. Conduct client meetings to understand client requests, review NYC market trends, and create marketing plans. Establish business rapport through effective communication from inception to completion of the sale. Design sales and marketing plans to identify new customers and markets for future growth.

Key Accomplishments:

- Top sales producer, member of the multi-million-dollar sales team.
- Successfully closed 30+ deals within the last 12 months, 100% growth YTD.
- Selected as top sales agent to develop new strategic marketing initiatives to develop new business.
- Highly rated with 100% positive reviews, contributing to the overall team success with 200+ five-star reviews.
- Exclusive agent hired to maximize profits for rentals, which led to repeat business in the sale of the building.

KIAN REALTY, New York, NY

2014 – 2016

Licensed Real Estate Agent

Business development and account management for rental properties within the NYC real estate market. Identify opportunities to maximize profits for clients through marketing initiatives. Build customer relationships for future rental business.

Key Accomplishments:

- Recognized for customer service and problem-solving expertise to successfully close deals.
- Member of the Top 10% in securing and closing rentals.
- Achieved 50% growth in rental properties year over year.
- Successful reviews with 100% positive customer feedback.

HOFFMAN WEBER CONSTRUCTION, INC., Minneapolis, MN

2009 – 2014

Project Manager

Sales management for residential construction projects. Created business development plans through effective advertising, cold-calling, and referrals to secure and close leads. Expanded territories and managed the risk through the implementation of standard operating procedures to branch-wide.

Key Accomplishments:

- Increased revenue through vendor and client partnerships.
- Expanded territories from Midwest to a national-scale.

EDUCATION & CREDENTIALS

Bachelor of Science, Entrepreneurial Management and Insurance
Carlson School of Management, University of Minnesota, Minneapolis, MN