

**Brian J. Walker**

Orlando, FL | brian.walker@email.com | (407) 555-6638

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**Professional Summary**

Dynamic inside sales specialist with 6+ years of experience converting leads into closed real estate transactions. Skilled in outbound phone prospecting, pipeline management, and exceeding quarterly targets in the high-end property market.

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**Core Competencies**

- Inside Sales
  - Real Estate Closings
  - Phone Prospecting
  - Pipeline Management
  - Objection Handling
  - CRM Utilization
  - High-Ticket Product Sales
  - Client Qualification
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**Professional Experience****Inside Sales Representative**

Signature Realty | Orlando, FL | Feb 2018 – Present

- Closed 50+ property sales annually, with a call-to-close ratio of 16%
- Managed pipeline of 400+ buyer leads, tracked with HubSpot
- Regularly exceeded quarterly revenue targets by 18%

**Sales Coordinator**

Prestige Properties | Tampa, FL | Jul 2016 – Jan 2018

- Coordinated phone and in-person tours for prospective buyers
  - Developed a script library for handling buyer objections
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## **Education**

B.S. Business Administration, University of Central Florida

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## **Technical Skills**

HubSpot | Salesforce | MS Office

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## **Languages**

English (native), Spanish (conversational)