

Alisha Strouse

Tampa, FL

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(813)409-0963

I have a proven record of building rapport and presentation which deliver exceptional results. I possess a keen ability to position relationships, product, and lifestyles into the right fit and close. Engaging spirit and polished leadership style with strong customer relations. Passionate about the work, committed to excellence, with a history of maximizing potential. Focused on optimizing sales and seeking to be your top producer.

- Exceeding objectives and building qualified pipelines
- International/domestic customer relations experience for real estate sales and leasing
- Awarded top producer/closer
- Creating strategic alliances
- Accomplished in execution against strategic objectives
- Polished Presentation
- Cross Functional team recruitment, building, training

Authorized to work in the US for any employer

Work Experience

Luxury New Construction and condo sales

Westbay Homes (Developers and Builders) - Tampa, FL
2011 to 2021

Brought on to analyze target market, build strong partner relations, develop strategic exit strategies, coordinate sales and close contracts.

- Sold more than 40% of available homes. Took each client through the sales process from contract to closing.
- Design build Luxury custom homes on your lot, waterfront and elite gated communities. Experienced in the design build process from the design to build.
- Define project objectives and kept a current and accurate evaluation of the market in order to exceed sales goals. Exceeded developers' sell out goal by 50%
- Provided Sales training and motivation
- Negotiated and prepared bulk buys with power brokers and investment groups.
- Strong business to business relations /sales. Responsible to target and penetrate prospects and potential alliance partners for both homes sales and financial investment partners.
- Achieved highest capture rate ranking in the company for the region..
- Maintained a strong understanding of the Lending industry and uncanny ability to put people and products together with the right fit.
- Chosen for New Construction sales in Prestigious Luxury community ranging from 500k to 2 mil.

Lifestyle Lift

Sales Executive

Lifestyle Lift - Tampa, FL
2010 to 2010

Consulted, sold, and guided patients through every aspect of their decision to enhance their cosmetic appearance through a procedure. Experienced and trained in personality profiling in order to communicate and streamline the emotional and physical process of cosmetic surgery. Responsible for consultation, sales, contracts, hand holding and follow through from greeting to final Dr. Visit 6 months after procedure.

Education Northland, BS in Elementary Education and Florida Real Estate License

Sales Consultant/Sales Manager/Director/Leasing multi-functional

Communities, Cardel Homes, John Cannon Homes
1998 to 2003

Directors)

Sales Consultant/Sales Manager/Director/Leasing multi-functional 1998-2003 and 2005-2008,

Education

Bachelor's in Education

Northland College - Wisconsin
August 1990 to May 1995

Skills

- Construction Management
- executive sales
- Sales Management
- Sales and Marketing
- Project Management

Certifications and Licenses

Real Estate License

Present