

REAL ESTATE  
SALES PROFESSIONAL**BRINGING YEARS OF EXPERTISE IN CORPORATE AND PERSONAL HOME SALES THROUGH GROUNDBREAKING MARKETING STRATEGIES**  
*Client Analysis ▪ Sales and Marketing ▪ Site Development ▪ Contract Negotiation*

A flexible, organized, detail-oriented, performance-driven professional with demonstrated strengths in real estate improvement, marketing, and sales. Excellent at drafting contracts, leases, escrow, and titles. Proficient with utilizing various cutting edge techniques in property sales. Expert at negotiation, persuasion, and presentation, with verifiable track record in being a consistent closer. A management-level executive with working experience in asset management.

## CORE STRENGTHS

- High-Volume Negotiation and Presentation
- Strategic Planning and Creative Marketing
- Business Communication and Rapport-building
- Problem Identification and Solutions Development
- Property Improvement and Appraisal
- Lead Generation and Networking

## TECHNICAL SKILLS

- Microsoft operating systems and related MS office software: Word, Excel, PowerPoint, Outlook
- Adobe Photoshop & InDesign
- Standard Office Machines: Printers, Copiers, Fax, 10-key

## PROFESSIONAL EXPERIENCE

TEXAN REAL ESTATE AGENCY, San Antonio, TX

**Team Manager.** Aug 2010 to April 2011

- Supervised a team of five agents in the San Antonio area, resulting in a **32% increase in sales** within the first month.
- Directed the improvement and maintenance of company property assets, including industrial facilities, corporate buildings, personal homes, and resort facilities.
- Initiated a property owner referral program that ensured constant networking and strategic partnerships.

TEXAN REAL ESTATE AGENCY, San Antonio, TX

**Sales Agent.** June 2009 to Aug 2010

- Created and maintained the company's Facebook, Twitter, and YouTube accounts that catered to current and prospective buyers and sellers, reaching **5,000 followers** in less than a year.
- Sold high-end vacation homes and rest houses to a targeted clientele.
- Recognized as the **Top Seller** in the 2009 Fiscal Year, resulting in a quick promotion.

RIVERWALK PROPERTIES, Dallas, TX

**Real Estate Agent.** May 2005 to June 2009

- Mediated between buyers and sellers, ensuring clear communication lines and satisfaction for all parties involved.
- Expanded the sales goals of the company to include corporate properties and industrial facilities, resulting in **increasing company's revenues by \$2 million** in 2007 to 2008.
- Collaborated with the Marketing Department in the promotion of assets through traditional and online advertisements, in addition to other new media methods.

## EDUCATION, LICENSURE, AND AFFILIATIONS

THE UNIVERSITY OF TEXAS, Austin, Texas

**Bachelor of Business Administration | Major in Finance | Concentration in Real Estate.** May 2005

THE STATE OF TEXAS, Austin, Texas

**Real Estate License.** May 2005

NORTH TEXAS ASSOCIATION OF REALTORS | NATIONAL ASSOCIATION OF REALTORS