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RESUME



A UNIQUE REALTOR

As a self-motivated, conscientious real estate agent with a strong work ethic, my underlying philosophy of "service first" means my clients' needs are paramount. I work diligently to understand my clients' goals and provide them the utmost service with trust, transparency and integrity. I work closely with buyers and sellers to educate and inform them at each step of a transaction. I help people buy and sell homes keeping in mind both their immediate and long-term goals. My reputation for honest communication and active listening has made me a trusted advisor for the people with whom I work.

REALTOR®, GAVIN BREE REAL ESTATE SERVICES, SACRAMENTO, CA— 11/2012 – PRESENT

A REALTOR® since 2012, responsible for working with buyers, sellers and investors; negotiating contract terms, reviewing and ensuring document accuracy; and guiding clients through the escrow process throughout Sacramento area. I work to listen to my clients, taking time to know them. Sellers and buyers always know the status of their transactions via the type of communication they prefer.

PROSPECT DEVELOPMENT MANGER, FUSION REAL ESTATE, SACRAMENTO, CA — 11/2013 - PRESENT

Develop new revenue sources for brokerage; develop new agents; manage brokerage lead distribution network; procure new leads for "Agent Ramp Up Program".

SOLAR CONSULTANT, PARAMOUNT SOLAR/SOLARCITY, GRANITE BAY, CA — 04/2013 - 11/2013

Educated customers on energy consumption; designed solar systems; present clean energy proposals; coordinated solar projects; assisted customer throughout the construction project.

STORE MANAGER/RETAIL/SMALL BUSINESS REP, VZW, SACRAMENTO, CA — 02/2005 – 04/2013

Managed sales staff of five; conducted weekly and daily coaching; conducted sales meetings and product knowledge trainings; maintained store schedule, appearance, inventory, and staffing, managed key sales performance targets; sales presentation; coordinated account analysis and growth opportunity appointments with prospects; weekly customer device training classes.

CAREER ACHIEVEMENTS

- Diamond Award Winner for leading sale performance, June and July 2012
- West Area Sales Rockstar finalist
- Increased small business sales at each location where I worked
- Most Productive Team Member of Sales Per Hour for five consecutive months in 2012
- Managed the 2007 highest data sales location in my area
- Managed the 2006 NorCal/NV #1 kiosk in sales

LICENSE AND EDUCATION

- Real Estate Salesperson License, California Bureau of Real Estate, CalBRE # 01925086
- Santa Barbara City College, Santa Barbara, CA — Coursework, 2003
- Solano Community College, Fairfield, CA — Coursework, 2002
- Vacaville High School, Vacaville, CA — High School Diploma 2001

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