



CHARLOTTE HARRIS

Business Broker

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🌐 www.qwikresume.com

SKILLS

Market Research



7

Business Strategy



10

Lead Qualification



9

Sales Negotiation



10

Customer Retention



10

Networking Events



8

INTERESTS

★ Surfing

🌐 Martial Arts

👤 Community Service

👥 Blogging

STRENGTHS

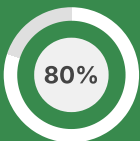
⌚ Patience

🏔 Perseverance

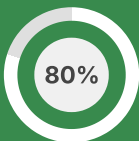
📅 Planning

⚙ Positivity

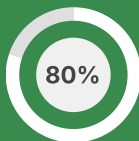
LANGUAGES



English



Spanish



French

ACHIEVEMENTS

★ Successfully closed over 50 business transactions, generating \$10 million in total sales.

★ Implemented a new valuation framework that improved accuracy by 30%, enhancing client trust.

PROFESSIONAL SUMMARY

With a decade of experience as a Business Broker, I specialize in orchestrating successful transactions that maximize value for clients. My expertise in strategic negotiation, market evaluation, and relationship management enables me to navigate complex sales processes effectively. I am committed to delivering tailored solutions that foster long-term partnerships and drive client satisfaction.

WORK EXPERIENCE

Business Broker

📅 Feb / 2019-Ongoing

Pineapple Enterprises

📍 Santa Monica, CA

1. Advised clients on business strategies to enhance value before sale.
2. Negotiated favorable sales terms for buyers and sellers, utilizing multicultural insights and legal support.
3. Engaged clients from diverse backgrounds, enhancing cross-cultural communication.
4. Supervised the sale of local businesses, driving successful outcomes through strategic planning.
5. Conducted thorough business valuations to recommend optimal pricing strategies.
6. Established confidentiality policies to protect sensitive client information during transactions.
7. Implemented sales price optimization techniques, resulting in \$1.5 million in additional sales for clients.

Business Broker

📅 Feb / 2015-Feb / 2019

Lakeside Apparel Co

📍 Chicago, IL

1. Provided comprehensive administrative support to business clients, enhancing operational efficiency.
2. Conducted on-site visits to assess business conditions and ensure due diligence.
3. Prepared detailed financial reports for accurate business valuation assessments.
4. Assisted business owners and prospective buyers throughout the buying and selling process.
5. Facilitated market evaluations to determine current business values and opportunities.
6. Evaluated and priced businesses and commercial properties, ensuring competitive positioning.

EDUCATION

Bachelor of Business Administration

📅 Feb / 2012-Feb / 2015

University of California

📍 Santa Monica, CA

Focused on Business Management and Entrepreneurship.