ROBERT SMITH

Commercial Realtor

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SUMMARY

Commercial realtor help clients sell and lease commercial properties, which requires analyzing large amounts of data and an understanding of the commercial real estate market.

CORE COMPETENCIES

Knowledge of industry best practices and latest developments.

PROFESSIONAL EXPERIENCE

Commercial Realtor
ABC Corporation - 2005 – 2009

Key Deliverables:

- Assisted clients in finding suitable non-residential properties to run their business from.
- Assisted sellers in promoting their properties to attract qualified buyers in a reasonable amount of time.
- Provided guidance on agreements, mortgages, and market prices.
- Drafted legal documents and contracts.
- Coordinated exchanges of ownership.
- Assisted with negotiations between buyers and sellers.
- Managed a portfolio of rental properties.

Commercial Realtor
Delta Corporation - 2012 – 2013

Key Deliverables:

- Identify selling possibilities and evaluate customer needs properly.
- Gather and build upon excellent project and industry knowledge.
- Learn customers needs and wants and personalize purchase opportunities to address them.
- Set up meetings with potential clients and listen to their requirements and concerns.
- Prepare and deliver appropriate presentations and demos on projects and services.
- Negotiate/close deals and handle complaints or objections.
- Provide superior customer service, placing heavy importance on brand experience and customer engagement/ satisfaction.

EDUCATION

2259 Oak Street, Old Forge, New York, 13420
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Real Estate Certification

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