

BENJAMIN LEE

Managing Broker

PROFESSIONAL SUMMARY

Dedicated Managing Broker with 7 years of experience in leading real estate operations and enhancing team performance. Proven expertise in agent training, strategic planning, and compliance management. Adept at cultivating client relationships and implementing innovative solutions that drive business growth and operational excellence.



WORK EXPERIENCE

Managing Broker

Mar / 2021-Ongoing

耳 Santa Monica, CA

Pineapple Enterprises

- 1. Recruited, trained, and directed agents to achieve business development goals and enhance performance.
- 2. Oversaw the complete sales cycle, ensuring effective lead generation, negotiations, and closings.
- 3. Developed comprehensive marketing materials and conducted indepth market research to support sales initiatives.
- 4. Implemented a detailed customer relationship management database to enhance sales follow-up.
- 5. Coordinated training initiatives focused on professional development and strategic goal setting.
- 6. Analyzed site criteria for residential and commercial developments to support strategic planning.
- 7. Completed approximately 30 Broker Price Opinions weekly to assist banks in valuing properties.

Managing Broker

Mar / 2018-Mar / 2021

Crescent Moon Design

- **∓** Portland, OR
- 1. Trained agents on best practices in residential real estate, enhancing overall performance.
- 2. Familiarized agents with technology tools like video conferencing and cloud storage to improve efficiency.
- 3. Analyzed market data to prepare reports, identifying trends and property values for strategic decision-making.
- 4. Developed targeted marketing plans for investment properties, increasing sales opportunities.
- 5. Engaged in meetings and site tours with potential investors to facilitate business development.
- 6. Participated in contract negotiations and due diligence processes to ensure successful transactions.

M EDUCATION

Bachelor of Science in Business Administration

Mar / Mar / 2015

University of Southern California

₮ Portland, OR

Focused on real estate management and marketing strategies.

- (123) 456 7899 Los Angeles www.qwikresume.com
- **SKILLS Budgeting Skills Property Management** 10 Presentation Skills 10 Real Estate Investment 10 Due Diligence 8 INTERESTS 🗘 Scuba Diving E-sports Reading Fiction Puzzle Solving **STRENGTHS**









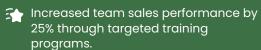


English

German

Swahili





Successfully managed over 150 property transactions annually, ensuring compliance and client satisfaction.