

Amina Patel

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SUMMARY

Ambitious and results-driven Real Estate Agent with over 5 years of experience in residential and commercial property sales. Proven ability to exceed sales targets and deliver exceptional client service, utilizing strong negotiation skills and a comprehensive understanding of real estate market trends.

EXPERIENCE

Real Estate Agent

Jan 2021 - Present

Prime Realty Group, Atlanta, GA

- Increased property sales by 30% year-over-year through strategic marketing and client engagement.
- Closed over \$3 million in property sales in 2022, exceeding annual sales target by 20%.
- Utilized CRM software (Salesforce) to manage client relationships and improve follow-up efficiency.

Real Estate Associate

Jun 2018 - Dec 2020

Cityscape Realty, Atlanta, GA

- Facilitated 50+ successful property transactions, contributing to a 25% increase in overall agency revenue.
- Developed marketing materials that improved property visibility, resulting in a 15% reduction in time on market.
- Collaborated with mortgage brokers and inspectors to streamline transaction processes, enhancing client satisfaction.

Real Estate Intern

Jan 2017 - May 2018

Urban Partners Realty, Atlanta, GA

- Assisted senior agents with property showings and client management, leading to a 10% increase in client referrals.
- Conducted market research and analysis to identify potential investment opportunities, contributing to \$1.5 million in acquisitions.
- Gained proficiency in property management software (AppFolio) for scheduling and tenant communication.

EDUCATION

Bachelor of Science in Business Administration

May 2018

Georgia State University, Atlanta, GA • GPA: 3.7

SKILLS

Technical Skills: Sales Negotiation, Market Analysis, Client Relationship Management, Property Valuation

Tools & Frameworks: Salesforce, AppFolio, MLS Listings, Zillow