

Aisha Patel

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SUMMARY

Dynamic and results-oriented Real Estate Agent with over 5 years of experience in residential and commercial properties. Proven track record in negotiating contracts and closing sales, leading to a 40% increase in client satisfaction and repeat business.

EXPERIENCE

Real Estate Agent

Jan 2022 - Present

Blue Sky Realty, Atlanta, GA

- Generated \$2M in sales within the first year, exceeding company targets by 30%.
- Increased client base by 50% through effective marketing strategies and community outreach.
- Utilized CRM software to streamline client interactions, reducing response time by 25%.

Real Estate Associate

Jun 2019 - Dec 2021

Dream Homes Realty, Atlanta, GA

- Facilitated over 50 property transactions, achieving a 95% customer satisfaction rate.
- Developed and implemented innovative marketing campaigns, increasing property visibility by 40%.
- Conducted market research to provide clients with competitive pricing, resulting in quicker sales.

Real Estate Intern

Jan 2018 - May 2019

Metro Estates, Atlanta, GA

- Assisted in property showings and open houses, contributing to 10 successful sales.
- Acquired knowledge of property valuation techniques and negotiation tactics.
- Maintained updated listings and client databases, enhancing operational efficiency.

EDUCATION

Bachelor of Science in Business Administration

May 2018

Georgia State University, Atlanta, GA • GPA: 3.7

SKILLS

Technical Skills: Real Estate Market Analysis, Contract Negotiation, Property Valuation, Client Relationship Management

Tools & Frameworks: Salesforce, Zillow, Realtor.com, Canva