

Aaliyah Johnson

aaliyah.johnson@example.com • (555) 123-4567 • Atlanta, GA • linkedin.com/in/aaliyah-johnson

SUMMARY

Experienced Real Estate Broker with over 5 years in residential and commercial property management. Proven track record of exceeding sales targets and fostering strong client relationships through exceptional service and market knowledge.

EXPERIENCE

Senior Real Estate Broker

Jan 2022 - Present

Prime Realty Group, Atlanta, GA

- Increased annual sales volume by 30%, exceeding \$5 million in transactions.
- Successfully closed 50+ high-value properties in the past year, resulting in a 95% customer satisfaction rate.
- Utilized CRM tools to streamline client interactions, reducing follow-up time by 20%.

Real Estate Agent

Jun 2018 - Dec 2021

HomeFinders Realty, Atlanta, GA

- Achieved Rookie of the Year award after closing \$1.5 million in sales within the first year.
- Developed marketing strategies that increased property visibility, resulting in a 40% decrease in days on market.
- Provided expert market analysis to clients, leading to a 15% average increase in sale prices.

Real Estate Intern

Jan 2017 - May 2018

Cityscape Realty, Atlanta, GA

- Assisted in the coordination of open houses and property showings, increasing attendance by 25%.
- Conducted market research and analysis to inform pricing strategies for listed properties.
- Maintained client databases and managed social media accounts, enhancing engagement by 30%.

EDUCATION

Bachelor of Science in Business Administration

May 2018

Georgia State University, Atlanta, GA • GPA: 3.7

SKILLS

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

Tools & Frameworks: Salesforce, Zillow, MLS Systems, Canva