

Aisha Patel

aisha.patel@example.com • (555) 123-4567 • Chicago, IL • linkedin.com/in/aishapatel

SUMMARY

Results-driven Senior Commercial Real Estate Broker with over 10 years of experience in negotiating high-value transactions and managing multi-million dollar portfolios. Proven track record in enhancing operational efficiencies and maximizing client satisfaction through strategic planning and market analysis.

EXPERIENCE

Senior Commercial Real Estate Broker

Jan 2022 - Present

XYZ Realty Group, Chicago, IL

- Closed over \$150 million in commercial property transactions in 2022, achieving a 25% increase compared to the previous year.
- Developed and implemented a data-driven market analysis system, reducing property evaluation time by 30%.
- Established strong relationships with key stakeholders, leading to a 40% increase in client referrals.

Commercial Real Estate Broker

May 2016 - Dec 2021

ABC Realty Solutions, Chicago, IL

- Facilitated the sale and leasing of over 1 million square feet of commercial space, generating \$75 million in revenue.
- Utilized advanced CRM tools to track client interactions, improving follow-up communication efficiency by 50%.
- Conducted competitive market assessments, providing clients with insights that led to a 20% increase in market share.

Junior Commercial Real Estate Broker

Jan 2014 - Apr 2016

Realty Experts Inc., Chicago, IL

- Assisted in closing deals worth a total of \$30 million, contributing to a 15% team revenue growth.
- Conducted property tours and market research, improving lead generation by 25%.
- Collaborated with senior brokers in negotiations, enhancing deal closure rates by 10%.

EDUCATION

Bachelor of Science in Business Administration

May 2018

University of Illinois, Champaign, IL • GPA: 3.7

SKILLS

Technical Skills: Market Analysis, Negotiation Strategies, Financial Modeling, Portfolio Management

Tools & Frameworks: CoStar, Argus, Salesforce, Microsoft Excel