

Amira Johnson

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SUMMARY

Results-oriented Senior Real Estate Broker with over 10 years of experience in residential and commercial property markets. Proven track record in maximizing client satisfaction and achieving sales goals through strategic marketing and negotiation skills.

EXPERIENCE

Senior Real Estate Broker

Jan 2022 - Present

Premier Realty Group, Austin, TX

- Increased sales volume by 35% within the first year, generating an additional \$2 million in revenue.
- Successfully negotiated 50+ high-value deals, achieving an average of 10% above market listing prices.
- Implemented a digital marketing strategy that improved lead generation by 40% through targeted social media campaigns.

Real Estate Agent

Mar 2017 - Dec 2021

Greenfield Properties, Austin, TX

- Achieved 'Top Producer' status for three consecutive years, closing over \$10 million in transactions annually.
- Developed strong relationships with local investors, leading to a 25% increase in referral business.
- Coordinated open house events that attracted an average of 100+ visitors, resulting in a 20% conversion rate.

Real Estate Associate

Jun 2015 - Feb 2017

Urban Nest Realty, Austin, TX

- Assisted in the management of a \$50 million portfolio, ensuring high occupancy rates and tenant satisfaction.
- Conducted market analysis that informed pricing strategies, resulting in a 15% increase in rental income.
- Utilized CRM software to track client interactions, improving follow-up efficiency by 30%.

EDUCATION

Bachelor of Science in Business Administration

May 2015

University of Texas at Austin, Austin, TX • GPA: 3.8

SKILLS

Technical Skills: Market Analysis, Negotiation, Client Relationship Management, Sales Strategy

Tools & Frameworks: REAXML, Zillow, Salesforce