

SALES AND MANAGEMENT

10+ years' rich experience in Real Estate Development, Corporate Sales, International Marketing, Business Development, Market Study, Contract Management etc. Record of redirecting business strategy, managing start-up situations and negotiating favorable business agreements. Adept at mapping market dynamics to draw vital inputs to facilitate designing/realignment of marketing/sales strategies to combat competition and sustain leadership position. Demonstrated capabilities in enhancing brand image, acceptability and positioning, resulting in increased sales and consistent growth in business opportunities. Forward-thinking leader and enterprising problem solver with strategic vision and keen bottom-line focus. Skilled negotiator who gains the edge in hammering out viable agreements by easily navigating diverse cultural environment. Excellent man-management, time management, and leadership skills; computer literate.

PROFESSIONAL VALUE OFFERED

Business Development	Real Estate Development	Corporate Planning
Real Estate Valuation	New Business Initiative	Turnaround Management
B2B Alliances/Joint Venture	Brand Management/Advertising	Budgeting/Recruitment
Regulatory Compliance	Contract Management	Cross Functional Coordination

PERFORMANCE MILESTONES

- Designed & developed plan and successfully fetched 14 million in sales with an average sale price of 187K in 2002 in residential real estate.
- Have been successful in consistently selling 5 million/year and 40 million in life time production.
- Credited for developing innovative and "out of the box" marketing concepts to become the number #1 branch in sales throughout the entire company.
- Nominated as 'Top Recruiter', developed strategies to reduce costs by 18% and enhanced sales by 20%+ YOY.
- Set and fine-tuned an excellent operational base which is ratified by a very high customer retention ratio, focused on productivity and operational efficiency translating into cost savings and bottom line improvement.
- Conducted 'SWOT' analysis and utilized findings for designing customized strategies to enhance customer services.
- Distinction of providing active services during Operation Iraqi Freedom.

CAREER PROGRESSION

[redacted], VA, 2010 to present
Real Estate Instructor, Moseley Real Estate School –VA/Woodbridge, VA, 2004 to present (Part time)
Managing Broker, Avery-Hess, Realtors Front Royal, VA, 2009 to present (Part-time)
Managing Broker, Avery-Hess, Realtors Wood Badge, VA, 2007-2010/2002-2003
Managing Broker and Owner, Stone House Realty Manassas, VA, 2004 to 2007
Real Estate Agent, Keller Williams Realty Manassas, VA, 2001 to 2002
Commercial and Residential Real Estate Agent, Yurkshat Realty Manassas, VA, 1999 to 2001
Manager Trainee/Financial Specialist, Wachovia and First Union Falls Church, VA, 1998 to 1999
Investment Advisor, Edward D Jones Investments State College, PA, 1997-1998

Major Areas of Responsibilities

- Having credential of starting Commercial real estate brokerage services and Tax Appeal division from scratch.
- Responsible for developing a comprehensive training and accountability system for sales staff and maintain sales volume and production in a major declining market.
- Actively involved in imparting energetic interesting classes on principles, brokerage, continuing education, post licensing, real estate finance, and real estate law to brokers, attorneys and real estate professionals.
- Gained invaluable experience in negotiating short sales, loan modifications, debt reduction and contracts management (commercial and residential).
- Created all short and long-range business plans, conceived and developed all marketing initiatives, initiated and secures sales, prepared all proposal and agreements.
- Credited for managing multiple offices, developing goals, and maintaining a budget.
- Accountable for recruiting, retaining, consulting with clients and customers, sales training and maintaining a support team to ensure customer and client satisfaction.
- Successfully organized various training sessions for new agent, and advance agent, technology training etc.
- Led & guided the team in resolving the complaints and issues of the agents through the real estate commission.
- Key player in analysis, development, and implementation of strategic business plans & policies, ensuring organizational growth, targeting maximum profitability & cost effectiveness.
- Comprehension and assimilation of contractual obligations, rights, and scope of work. Engineered preparation of MOU's, Legal Drafting and other contractual documents.
- Geared the activities for developing & maintaining Organizational culture, values, and reputation in its markets, Customers, Suppliers and Global Business Partners.
- Acquired demographic data, sought rezoning, prepared proposal, negotiated contracts, and made presentation to regulatory bodies/agencies and community groups.
- Coordinate for and handle necessary government sanctions.
- Designed & executed promotional plans to ensure cost effective reach to the targeted audience group. Created informative & promotional literature on products practices.
- Conducted residential, commercial and vacant land sales.
- Negotiated property transfer, secured funding, and consulted on building and pricing.
- Completed risk management surveys and implemented risk management techniques.

United States Army/Army Reserve, 1996 – 2006

Fort Leonardwood, MO, 1996 – 2007

Reserves, E-5, 454th Trans, Unit Richenbacher, AFB

- Accountable for monitoring unit supplies and maintaining inventory.
- Closely monitored transportation of jet fuel in all-terrain environments.

EDUCATION

- B.S. (Economics and Finance), Saint Francis University, Loretto, PA, 3.79 Out of 4.0. Graduated Magna Cum Laude

MEMBERSHIP

- Virginia Real Estate Broker License (Active)
- National Association of Realtors
- Greater Piedmont Association of Realtors
- Virginia Real Estate Instructors License (Active)
- The Virginia Association of Realtors

References and Verifying Documentation Furnished upon Request