



JOYCE RUIZ

Murfreesboro, TN 12345 | (123) 456-7890 | email@example.com | LinkedIn | Portfolio

PROFILE

Licensed real estate professional and Certified REALTOR specializing in commercial real estate transactions and investment properties with an average listing price of \$5 million. Deep knowledge of jumbo loans and track record for successful portfolio management. Delivers accurate, insightful real estate market analyses to meet the demands of diverse buyers.

KEY SKILLS

- Buyer and seller needs assessments
- Commercial real estate law
- Portfolio management
- Real estate investing
- Real estate market analysis

PROFESSIONAL EXPERIENCE

Managing Real Estate Partner

Gentile Team Realty Group, Nashville, Tn | April 2018 – Present

- Direct business management operations and serve as owner and operator of a realty firm founded in 2018, completing \$500 million in total transactions in that time
- Train eight realty team members and provide sales direction
- Represent a portfolio of more than 35 complex property listings for commercial clients seeking investor buyers
- Deploy deep sales and marketing knowledge to promote luxury properties for music industry clients as a go-to realtor in this sector

Real Estate Agent

Berkshire Hathaway, Nashville, Tn | June 2012 – April 2018

- Promoted 3 times in 4 years to attain a realtor-management position with supervision of 35 direct reports
- Developed engaging digital marketing programs, increasing listing inquiries by 25% within the first two years
- Exceeded sales goals by 15% year after year, leveraging online marketing and social media outlets to drive engagement by 45% within six months
- Closed an average of 32 sales per year, with 85% of sellers receiving offers at or above listing price

EDUCATION

Bachelor Of Business Administration (B.A.), Real Estate

Middle Tennessee State University, Murfreesboro, Tn | May 2012

CERTIFICATIONS

- Certified REALTOR | National Association of Realtors | June 2013
- Licensed Real Estate Agent | State of Tennessee | May 2012