



MICHAEL ANDERSON

International Property Sales Manager

Experienced Property Sales Manager with a focus on international real estate markets and a strong background in cross-cultural negotiations. Over 11 years of experience in facilitating property transactions for expatriates and foreign investors. Expertise in navigating complex regulatory environments and understanding diverse cultural nuances that influence real estate decisions. A strategic communicator with a proven ability to build rapport with clients from various backgrounds.

CONTACT

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San Francisco, CA

EDUCATION

Master of Arts in International Business

Georgetown University
2011

SKILLS

- International Sales
- Cross-Cultural Communication
- Regulatory Compliance
- Market Research
- Negotiation
- Client Relations

LANGUAGES

- English
- Spanish
- French

WORK EXPERIENCE

International Property Sales Manager

2020-2023

Global Realty Advisors

- Managed international property sales, achieving a 40% increase in sales from foreign investors.
- Developed marketing strategies targeting expatriates and international buyers.
- Navigated complex legal frameworks to ensure compliance with international property laws.
- Conducted seminars and workshops to educate clients about local market conditions.
- Established partnerships with overseas real estate agencies to enhance market reach.
- Provided personalized service to clients, facilitating smooth transactions.

Property Sales Consultant

2019-2020

International Realty Group

- Assisted international clients in navigating the property purchasing process.
- Conducted market research to identify investment opportunities in emerging markets.
- Provided translation services during negotiations to bridge communication gaps.
- Collaborated with legal experts to ensure compliance with local regulations.
- Participated in international property expos to promote listings.
- Maintained ongoing relationships with clients to foster repeat business.

ACHIEVEMENTS

- Increased foreign investment in properties by 50% at Global Realty Advisors.
- Recognized as 'Best International Sales Manager' by the Global Real Estate Association.
- Successfully facilitated over 200 international property transactions.