



MICHAEL ANDERSON

REAL ESTATE SALES MANAGER

CONTACT

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-  San Francisco, CA

SKILLS

- Sales Management
- Client Relations
- Market Research
- Contract Negotiation
- Training and Development
- Data Analysis

LANGUAGES

- English
- Spanish
- French

EDUCATION

**MASTER OF BUSINESS ADMINISTRATION
IN REAL ESTATE, NEW YORK
UNIVERSITY**

ACHIEVEMENTS

- Awarded 'Top Sales Manager' for three consecutive years.
- Increased team sales by 50% within the first year of management.
- Recognized for exceptional client satisfaction ratings in annual surveys.

PROFILE

Accomplished Real Estate Specialist with extensive experience in residential property sales and a deep understanding of market dynamics. Proven ability to develop strategic marketing initiatives that elevate brand visibility and drive sales. Expertise in client relationship management, ensuring personalized service that fosters trust and loyalty. Adept at negotiating contracts and navigating complex transactions, leading to high levels of client satisfaction.

EXPERIENCE

REAL ESTATE SALES MANAGER

Elite Homes Realty

2016 - Present

- Oversaw a team of 10 agents, driving productivity and achieving a 20% increase in sales.
- Developed comprehensive training programs for new agents focused on negotiation and sales strategies.
- Monitored market trends and adjusted sales strategies accordingly to maintain competitive edge.
- Established partnerships with local businesses to enhance client services.
- Managed property listings and coordinated open houses to maximize exposure.
- Utilized data analytics to assess client needs and tailor services effectively.

REAL ESTATE BROKER

Metro Realty Advisors

2014 - 2016

- Guided clients through the buying and selling processes, ensuring thorough understanding and satisfaction.
- Conducted detailed property evaluations and market comparisons to advise clients accurately.
- Negotiated favorable terms for clients, achieving an average of 15% below market price.
- Maintained up-to-date knowledge of local and national real estate markets.
- Coordinated with mortgage lenders to facilitate financing options for clients.
- Provided ongoing support post-transaction to foster long-term client relationships.