



JAN [REDACTED]

SENIOR ACQUISITIONS



[REDACTED]



[REDACTED]

PROFESSIONAL SUMMARY

Results-driven real estate professional with over 7 years of experience in acquisitions, sales, and virtual team management. Demonstrated success in identifying profitable real estate opportunities, leading high-performing acquisition teams, and executing effective negotiation strategies. Trained under top sales experts [REDACTED] [REDACTED] Adept at building strong client relationships and driving revenue growth through consultative selling and data-driven decision-making.

CAREER HISTORY

ACQUISITIONS

2019 to Present

REAL ESTATE ACQUISITIONS

I specialize in identifying and analyzing off-market real estate opportunities with a focus on maximizing investment returns. With over five years of experience in acquisitions, I've successfully led the entire deal cycle—from lead generation and qualification using frameworks to closing high-converting contracts. I've trained and managed over 80 virtual acquisitions assistants, equipping them with negotiation and relationship-building skills. My background includes working closely with motivated sellers, leveraging market trends, and applying advanced sales techniques from top mentors like [REDACTED] [REDACTED] My approach is both data-driven and people-centered, ensuring consistent deal flow and long-term success.

CORE SKILLS

- Real Estate Acquisitions
- Strategic Negotiation & Sales
- Virtual Team Leadership & Training
- Off-Market Lead Generation

COLD CALLER/LEAD MANAGER

2018

REAL ESTATE

I managed high-volume cold calling campaigns focused on identifying and qualifying motivated property sellers. By building rapport and maintaining consistent follow-ups, I successfully nurtured prospects into viable leads. My knowledge of market trends and local property data allowed me to position offers strategically and support the acquisitions pipeline with quality opportunities.

TRAININGS

- [REDACTED] SALES DISRUPTORS
- [REDACTED] SALES BOOTCAMP
- [REDACTED] BLACK SWAN NEGOTIATION
- PACE MORBY SUBTO METHOD
- NEPQ METHODOLOGY
- [REDACTED] SALES TRAINING