

Joyce Beiersdorf

Realtor

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☎ (310) 020-1408
📍 1234 Oak Street, Portland, OR 97205

EDUCATION

Bachelor of Science in Real Estate Management at Oregon State University, Corvallis, OR
Aug 2018 - May 2022
Relevant Coursework: Real Estate Principles, Property Management, Real Estate Finance, Real Estate Investment Analysis, Real Estate Law, Urban Economics, Real Estate Development, Real Estate Marketing, and Real Estate Appraisal.

LINKS

[linkedin.com/in/joycebeiersdorf](https://www.linkedin.com/in/joycebeiersdorf)

SKILLS

- Negotiation
- Staging
- MLS proficiency
- Zillow mastery
- Social media marketing
- Comparative market analysis
- Networking

LANGUAGES

- English
- Russian

HOBBIES

- Photography
- Gardening

PROFILE

Dedicated Realtor with 1 year of experience providing exceptional service to clients in residential real estate transactions. Demonstrates strong negotiation skills, market knowledge, and commitment to client satisfaction. Continuously seeks professional growth opportunities to enhance expertise and deliver optimal results for buyers and sellers.

EMPLOYMENT HISTORY

- Realtor at John L. Scott Real Estate, OR**
May 2023 - Present
 - Successfully closed over 150 transactions in a single year, generating over \$50 million in sales volume for John L. Scott Real Estate and consistently ranking as a top producer within the company.
 - Achieved a 98% list-to-sale price ratio for all listings, ensuring clients received the highest possible value for their properties and contributing to a strong reputation for negotiation skills and market expertise.
 - Developed and implemented a comprehensive marketing strategy that led to a 25% increase in new client acquisitions within a one-year period, utilizing targeted digital campaigns, open house events, and strategic partnerships with local businesses.
- Associate Realtor at Windermere Real Estate, OR**
Sep 2022 - Mar 2023
 - Successfully closed 45 transactions in a single year, generating over \$20 million in sales volume and earning the title of "Top Producer" at Windermere Real Estate, OR.
 - Implemented innovative marketing strategies, including social media campaigns and targeted email blasts, resulting in a 30% increase in qualified leads and contributing to a 15% year-over-year growth in sales for the company.
 - Created and hosted a monthly first-time homebuyer seminar, attracting an average of 25 attendees per session and converting 60% of attendees into clients, leading to an additional \$5 million in sales for the company.

CERTIFICATES

- Certified Residential Specialist (CRS)**
Apr 2022
- Accredited Buyer's Representative (ABR)**
Oct 2020

MEMBERSHIPS

- National Association of Realtors (NAR)
- Council of Residential Specialists (CRS)