

# TIANA VAUSE

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## SUMMARY

Results-driven Real Estate professional with 12+ years of experience. Demonstrated track record of exceeding sales quotas, including 210% of quota in the first year of a professional sales role. Strong problem-solving skills, able to navigate complex transactions and find creative solutions. Proven leader, able to motivate and inspire teams to achieve outstanding results. Highly self-motivated and driven to succeed in a competitive market. Eager to contribute to Starlight Homes by leveraging expertise in real estate sales and customer service.

## EXPERIENCE

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### *The Vause Group, LLC, **Real Estate Sales Agent***

*Aug 2016 - Present*

- Generated \$10,728,180 in sales from 33 units closed by leveraging market data analysis and networking strategies, exceeding sales quotas consistently.
- Collaborated with attorneys, loan officers, and agencies to complete property sales and purchases, ensuring clients were informed about market conditions and legal requirements.
- Maintained connections with clients to encourage repeat business and referrals, resulting in a strong network of potential clients and referral sources in the Atlanta metro area.

### *TriNet SOI, **Professional Employer Consultant***

*May 2015 - Apr 2016*

Selling a bundled HR Cloud based service including Work Comp., Risk & Compliance, Payroll, Benefits, and Cloud Platform. Responsibly building direct and trusted relationships with the owner, president, or CFO to provide them with a cost analysis, simplified administration, and relief of employee risk.

Understanding the needs of small business owners, in order to clarify how they can be positioned through my knowledge and expertise to compete in today's evolving market.

Accurately utilizing data to position products and enable customers to understand how TriNet's products and services will impact their Profit & Loss.

### *Konica Minolta Business Solutions, **Account Executive***

*Apr 2012 - Jul 2013*

Ended 6th month at 176% of my objective.

Sold hardware and software for document management and security to prospects of senior level (Director, VP, CIO, CFO). Provided customers with the highest standard of customer service through market share in Miami-Dade County.

Contacted customers through a combination of telephone, mailers, and in person contacts to obtain appointments for sales meetings, prepared presentations and proposals.

Develop and maintain relationships with key decision makers at target companies to identify new sales opportunities and generate leads

Identify potential areas for expansion in the Miami-Dade County market and develop strategies to target and acquire new customers within those areas.

### *AT&T Advertising Solutions, **Advertising and Marketing Account Executive***

*Apr 2010 - Apr 2012*

Reported 150% of quota at 6 months.

Reported 210% of quota in 1st year.

Sold advertising/marketing plans to meet the needs of customers (small/medium/large businesses) including interactive media throughout the World Wide Web based on AT&T data research.

Generated over \$500k of new revenue since hire date.

Google/Yahoo Ad word certified, Proficient with: SEM products, Online Display Ads, Direct Mail, and ATT Texting.

Implemented referral program for new revenue strategy.

### *Smoothie King, **Assistant Manager/Marketing***

*Jun 2006 - Feb 2010*

Exceeded sales and profit goals by up to 40% (above the national avg.).

Led startup and grand opening of new Smoothie King, oversaw startup or shut down and daily operations.

Solicited local schools to set up new contracts for Smoothie King marketing days on-site.

Supervised 2-3 employees; followed up to streamline store flow.

Trained new hires on order taking, up-selling, prepping, cash drawer, sales of retail, VIP cards, and gift cards for incentives/ bonuses.

Coordinate with the store manager and marketing team to develop and implement local marketing strategies that align with the overall brand objectives and drive customer engagement.

## **EDUCATION**

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*Broward College*

*Associate of Arts • Aug 2007 - Aug 2009*

## **LICENSES & CERTIFICATIONS**

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***Real Estate Agent***

*371381 • Issued Aug 2016*

## **SKILLS**

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Real Estate Transactions Sales • Customer Service Supervising • Marketing Lead Generation • Networking Contracts • Document Management Meetings • Presentations Proposals • Advertising Real Estate • Retail Selling • Accomplished in Commission Sales Client-oriented • Excellent Teamwork Negotiation