

Stephen Murphy

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Licensed Real Estate Agent with a strong track record of independently closing deals, negotiating contracts, and providing high-quality client service. Proven ability to manage multiple aspects of the sales process including marketing, lead generation, and business growth.

Professional Experience

Real Estate Agent

Various Companies – Central Florida | Jan 2022 – Present

- Closed 10 transactions in first year—9 more than the average new agent.
- Sourced, negotiated, and closed deals independently, showing strong entrepreneurial initiative.
- Executed all aspects of business development: marketing, client relations, follow-ups, and pipeline management.
- Skilled in contract negotiation, market analysis, and client advocacy.
- Continuously increased transaction volume year over year.

Personal Trainer

Various – Oviedo, FL | Jan 2024 – Jun 2025

- Led circuit training classes (2-24 members) incorporating weightlifting, calisthenics, and kickboxing.
- Delivered personalized one-on-one training sessions tailored to individual fitness goals.

Sales Associate

Target – Sanford, FL | Nov 2018 – Feb 2021

- Cross-trained across multiple departments due to high adaptability and fast learning.
- Delivered consistent customer service and team support in a high-traffic retail environment.

Education

Winter Springs High School – Winter Springs, FL

High School Diploma | May 2017

Skills

Real Estate Sales & Negotiation, Marketing & Lead Generation, Client Relationship Management, Time Management, Photography & Videography, Microsoft Office, Property Management, Conflict Resolution, Leadership, Customer Service

Certifications & Licenses

Florida Real Estate License

Valid Driver's License