



Deb Smith

770-722-4422

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PROFILE:

Dynamic professional employing more than 15 years of progressive accomplishments in Sales and Management.

Driven, energetic & competitive self- starter exhibiting strong organizational skills and attention to detail. Goal oriented achiever with ability to lead and train team members.

Motivated team player, eager to learn, accept new challenges and contribute to the common goals and growth of the organization.

QUALIFICATIONS:

Real Estate Broker's license, Sales & management experience. Background involves extensive experience selling, educating, recruiting, interviewing, and training.

STRENGTHS:

- Strategic Planning
- Problem Solving
- Service
- Competitive
- Attention to detail
- Results oriented
- Strong work ethic
- Self-Driven
- Like to develop people and build organization
- Happiest taking something good and helping to make it better
- Strong communication skills

BACKGROUND:

Better Homes and Gardens Metro Brokers 12/22-5/24

Agent Services

PalmerHouse Properties 2016-2022

Associate Broker, Residential and Commercial sales Paperwork Coordinator 10/21-9/22

Keller Williams Realty 1/2016 - 7/2016

Associate Broker, Residential Sales

O'Dwyer Properties

2/2014-10/2015

Associate Broker. New Home Sales

C-21 The American Dream, Realtors

9/2006- 2/2014

Broker, Sales Manager, Agent

Responsibilities include recruiting, interviewing, training, supervising & coaching, Selling

Foreclosures and listing/selling single family homes.

6/2004 - 9/2006

Sales Manager - Built to top office in metro Atlanta of the 6 YHS offices Responsibilities include recruiting, interviewing, training and supervising & coaching

Harry Norman, REALTORS

10/2002-6/2004

General Brokerage Agent Multiple Awards for Production.

Reason for leaving: Advancement Opportunity

Pathway Communities-Represented several Builders in New Home Communities:

Patrick Malloy Communities, McKenzie Perry, Sharon Mcswain, Cliftwood Homes

2/2000- 10/2002

Significantly increased Sales in two new home Communities, Rookie of the year, Always among top producing agents.