

Sean Doan

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Work Experience

Realtor/Sales Manager

Dalton Wade Real Estate Group | MD

May 2016 to Present

I can actively recognize people needs in order to satisfy theirs in order to create a relationship with customer through transactions.

MHIC General Contractor license

My own landlord business | Rosedale, MD

September 2009 to August 2025

I buy houses, renovating and renting out after cash out the after renovation value. Equity

Education

Sales and real estate laws (Realtor)

CR shop | MD

Sale (College)

CCBC | MD

May 2018 to June 2020

I learn different courses to support my sale and customer care skills to support my main career as a realtor.

Upper secondary education

Trade school

Skills

ProCore Pricing Customer relationship building Remote sales environment Office management
Construction estimating Greeting customers Sales objection handling Contracts Customer
relationship management Primavera P6 Resident rapport building Customer communication
Retail sales Negotiation B2B Property management tools Multifamily properties Human
resources Typing Tenants CRM software Financial analysis Leadership Interpersonal skills
Customer service Construction industry experience Yardi High-end sales Sales Closing sales
Property showing Property renting Marketing Fair Housing regulations Team leadership
Investment analysis Client interaction via phone calls Attention to detail Resident conversation
engagement Conducting sales calls Communication skills Real estate consulting Financial
services Residential real estate transactions Door-to-door Client relationship development
Cold calling Team management B2B marketing Home visits (communication methods) Sales
negotiation Achieving sales targets Property supervision Lead generation Contract negotiation
Deal closing Copy machines Construction management Routine inspections Personal vehicle
delivery Escalation handling Project timeline management Consultative selling Field sales Real

estate sales Conflict de-escalation Customer needs analysis Practicing real estate Closing sales
leads Stakeholder relationship building Computer operation Employee relations Driving

Languages

English

Certifications and Licenses

Certified Sales Professional

Driver's License

Real Estate License

Certified Benefits Professional