



Tomas Santos

Licensed Real Estate Practitioner with nearly five years' experience in a fast-paced, high-pressure work setting. Naturally curious and committed to gaining and applying new expertise. Consistently generate 110%+ of sales goals.

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Professional Experience

Real Estate Professional

Alpha Beta Real Estate, Nashville, TN | July 2018 to Present

- Use proactive marketing and networking to generate high-potential leads and build a robust client base
- Educate buyers and sellers on all aspects of the housing market and property sales process
- Continually hone market strategy by tracking which campaigns generate the most interest

Highlight:

- Exceeded sales goals by ~15% annually
- Closed ~20 sales each year, with 85% receiving an offer at or above asking price

Retail Associate

University Bookstore, Murfreesboro, TN | September 2015 to June 2018

- Gained strong foundation in sales and customer relations in a fast-paced environment

Education

Bachelor of Business
Administration in Finance
(Real Estate)

Middle Tennessee State University,
Murfreesboro, TN | 2018

Key Skills

- Buyer & Seller Needs Assessment
- Client Networking
- Contract Negotiations
- Customer Relations & Service
- Lead Generation
- Property Appraisal
- Real Estate Market Analysis
- Sales & Marketing
- Task Prioritization
- Time Management

License

- Affiliate Broker, State of Tennessee | 2018