**RODNEY THEOBAL**

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**EXPERT ACHIEVEMENTS**

Closed 120+ clients in 6 months which resulted in 7.3M in sales.

Closed 82% of business by selling expert services.

Developed 24M in sales by closing 30+ customers.

Increased sales by 40% by closing top tier sales leads.

**EDUCATION**

**College of Staten Island,** *Bachelor of Science in Business Administration*

**St John's University-New York,** *Computer Science*

**CERTIFICATIONS AND LICENSES**

New York Real Estate Institute, LEED Green Associate,New York Real Estate Institute, Property Management Certification, OSHA, Project Management Professional (PMP)

**PROFESSIONAL EXPERIENCE**

**COLDWELL BANKER COMMERCIAL,** *Commercial Analyst*  **6/2017 to Present**

Consistently develop profitable Real Estate deals which results in an increase of business yearly.

* **Increase** business by 10% monthly, year over year.
* **Advertise** for 100+ customers which results in an increase of sales and profits.
* **Manage** service contracts by documenting exclusive company systems.

**UNITED DEVELOPERS LLC,** *Senior Property Advisor* **10/2015 to 6/2017**

Identified and developed leads by prospecting through data mining, direct customer sales, and customer segments assigned to specific territories.

* **Effectively** managed sales leads by utilizing marketing materials and educational resources.
* **Developed** relationships with clients by educating them on services and long-term investments.
* **Daily** increased sales with new customers regarding valuable benefits.

**ENCORE JETS,** *Manager/Executive Sales Coach*  **10/2015 to 3/2017**

Generated business by completing SEO selling ownerships.

* **Ensured** fair and consistent treatment by effectively solving client problems.
* **Managed** and created sales targets, measurable performance goals and improvement ideas.
* **Provided** consistent and superior client satisfaction by creating a plan of action aq.

**WELEND,** *Sr. Financial Analyst/Underwriter Commercial Division*  **1/2013 to 10/2015**

Managed 5+ team members by ensuring all job duties are completed and in compliance.

* **Evaluated** data and financial records, while simultaneously conferring with other departments.
* **Processed** & analyzed applications and financial records to determine qualification of services.
* **Performed** various audits and created reports for submission to CFO and/or board members.