

Rodney Theobal

Consultative Selling

Brooklyn, NY

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Authorized to work in the US for any employer

Work Experience

Commercial Analyst

Coldwell Banker Commerical - Brooklyn, NY

June 2017 to Present

Operates a profitable Real Estate based business that requires a significant work ethic in addition to communication and sales

skills; Recruits, coaches, and trains new agents to operate in a profitable business.

- Received significant training and mentorship in entrepreneurship, leadership, and sales skills.
- Speak with potential customers regarding the benefits comparisons prices etc. of the services offered by the company.
- Attempt sales through phone calls door-to-door and personal relationships.
- Design exclusive advertisements for company services; Follow up with new customers to ensure satisfaction.
- Collect all necessary customer information needed for service contract and input into company system.

Sr Property Advisor

Direct Source Properties - Brooklyn, NY

October 2016 to June 2017

Identifies and develops through prospecting, lead generation and data mining, key customer segments in an assigned

territory; Effectively manages sales generation by utilizing Company marketing materials, external and internal

educational sources, local resources and relationships.

- Builds confidence, generates excitement and maintains interest by using listening and negotiations skills when confronted with objections, skepticism, conflicts, etc. and counters with specific alternatives.
 - Develops relationships with an emphasis on client education and serves as a trusted advisor to existing clients with the objective of a long term mutually rewarding relationship.
- Experience with DHCR, HPD and other real estate related agencies

Manager/Executive Sales Coach

Encore Jets - New York, NY

October 2016 to March 2017

- Generate business by working on SEO selling fractional ownership .

- Ensures fair and consistent treatment by effectively solving problems when they occur to the extent empowered to do so.
- Troubleshoot and act upon problem areas/issues in book of business; escalating to the extent necessary with emphasis on client retention and satisfaction for private jet cards.
- Sets realistic sales targets, measures performance and suggests alternatives for improvement.
- Provides consistency in superior client satisfaction by effectively providing direction and communication to support personnel through education, guidance and coaching.

Sr. Financial Analyst/Underwriter Commerical Division

Express Capital Finance - Brooklyn, NY
January 2015 to October 2016

Oversaw a team of 5-10 people, ensuring all job duties are completed, and in compliance.

- Evaluated data and financial records, while simultaneously conferring with other department to determine recommendations for loans, investments, financing and other financial services.
- Processed & analyzed applications and financial records to determine qualification of financial services.
- Calculated the cost, tax, or value of services using basic mathematical fundamentals.
- Inspected probability of default model, LTV,LTC and ARV to determine validity of financial services .
- Performed various audits and create reports for submission to CFO and/or board members.

Operations Manager

Keller Williams Realty - Brooklyn, NY
January 2012 to December 2014

Enforced and ensured compliance and regulation with federal, state, and company policies regarding loans, financing, and investments; Examined, verified and authenticated documents.

- Determines cost of operations by establishing standard costs; collecting operational data.
- Identifies financial status by comparing and analyzing actual results with plans and forecasts.
- Guides cost analysis process by establishing and enforcing policies and procedures; providing trends and forecasts; explaining processes and techniques; recommending actions.
- Improves financial status by analyzing results; monitoring variances; identifying trends; recommending actions to management; Calculated the cost, tax, or value of services using basic mathematical fundamentals.
- Prepared a plan of action for investments and financing.
- Performed various audits and create reports for submission to CFO and/or board members.
- Presented both oral and written reports on business trends and client status, drawing charts or graphs using various computer programs and spreadsheets.

Technological Field Consultant

Field Nation - Brooklyn, NY
June 2006 to December 2014

- Installing and updating POS systems within the organizations computers; Perform routine and troubleshooting diagnostics.
- Providing strategic advice on using technology to achieve goals.
- Managing IT initiatives and collaborating with in-house technical staff.

- Analyze issues and develop solutions for malfunctioning computer hardware and software.
- Consult with users, management, vendors, and technicians to assess computer requirements.
- Maintain network hardware and software, direct and oversee security measures, and monitor networks to ensure optimum performance; Review and assess system capabilities, performance, and limitations.

Education

B.S. in Business Administration in Marketing/ Information Systems

College of Staten Island

May 2008

Computer Science

St John's University-New York

May 2006

Skills

Business Development (5 years), Closing (7 years), New Business Development (5 years), Sales Management (6 years), Strategic Planning (8 years)

Certifications/Licenses

LEED Green Associate

2015 to Present

New York Real Estate Institute

Realtor

Project Management Professional (PMP)

Property Management Certification

July 2015 to Present

New York Real Estate Institute

OSHA 10

May 2015

Additional Information

- Problem Solving Skills • Product Training • New Business Development
- Strategic Planning • Consultative Selling • Client Relationships

- Organizational Skills • Interpersonal Skills • Exceeding Sales Targets
- Sales Management • Sales Driven • Closing/Negotiating Strategies