

Kamla Ronan

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SUMMARY OF QUALIFICATIONS

Versatile, results-oriented, sales professional with extensive experience in real estate, including industrial, multi-family, and retail property asset and portfolio management. Demonstrated customer service excellence, business acumen, and strategic planning ability. Utilize diverse property sales tactics, including qualification, persuasion, strategy, proposal, and closing. Armed with solid communication and interpersonal skills to establish and maintain rapport with clients and team members.

Core competencies include: Property Sales and Marketing, Prospecting, Escrow and Titles, Account Management, Billing, Market Research, Contracts, Leases, Customer Service, Client Analysis, Negotiation, Mediation.

PROFESSIONAL EXPERIENCE

2009- Present

Licensed Real Estate Broker

Accomplished Realty Group- Chicago, IL

Verifiable sales record, Account management, Budget preparation, Demonstrates a clear understanding of financial drivers, Develops and implements strategy for marketable areas, Hire and manage office staff, Convert prospects to clients, Offer financing company options for speedy closing, Research market profitability, Effectively uses marketing tools to increase sales, Develops programs for improved profitability for the client, Offer continued customer care and list of service providers

2007-2009

Licensed Realtor

Ten Ten Realty - Chicago, IL

Show residential and commercial properties and demonstrate the features and benefits. Convert prospects to closed sales for clients located throughout Chicago. Provide close, personal client attention and tenacious follow-up to ensure best service. Prepare contracts and documentation; advise first home-buying clients on general escrow and title procedures. Design and update marketing materials. Perform competitive product evaluations.

- Sold over 1 million dollar in sales per year since 2006
- Exceeded personal sales quota by at least 15% every year.
- Achieved Rookie of the Year Award
- Increased developers revenue by 30%

2006-2007

Licensed Realtor

Coldwell Banker Residential Brokerage - Chicago, IL

Generated new leads by distributing thousands of direct mail advertisements in local neighborhoods. Marketed listings throughout the Chicago Metro Area and held open houses to aggressively grow area sales.

- Increased revenue by 25% by expanding service area into Suburban Metro area.
 - Met personal monthly sales goals consistently.
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OTHER EXPERIENCE

Flight Attendant, United Airlines - Chicago, IL 1996-2006

Office Manager, Hispano Clinic - Chicago, IL 1995

Quality Assurance Technician, Lab Temps - Chicago, IL 1995

Sales Representative, Sysco Food - Chicago, IL 1993-1995

Substitute Teacher, Chicago Public Schools – Chicago, IL 1992-1993

Optician – Chicago, IL 1986-1992

CREDENTIALS

Real Estate Broker- State of Illinois 2009

Real Estate License – State of Illinois 2005

Bachelor of Arts in Biological Science- Southern Illinois University- Carbondale, IL

Master's of Science in Management-2011