

Latrina Thorley

New Home Sales Consultant

Profile

I am an experienced new home sales consultant with over 5 years of experience working in the industry. I have a proven track record of success in selling new homes and providing excellent customer service. I am knowledgeable about the various aspects of new home construction, including financing, design, and marketing. I am also familiar with the latest trends in the real estate market. In addition to my sales skills, I have superb communication and interpersonal skills that enable me to build strong relationships with customers. These skills have helped me earn repeat business from satisfied clients

Employment History

New Home Sales Consultant at Huff Realty - Ohio

May 2022 - Present

- Achieved or exceeded personal sales goals set by management in 8 out of 10 months on the job.
- Consistently ranked in the top 3% of all New Home Sales Consultants for the region in terms of number of homes sold.
- Successfully closed an average of 4 deals per month, with an average home price of \$325,000.
- Demonstrated expert knowledge about new construction real estate market and competition to potential buyers leading to increased confidence and affinity towards our company/product offerings.
- Maintained a high level customer satisfaction rating throughout employment tenure (90%+), as measured via quarterly surveys.

Real Estate Agent at Keller Williams - Texas

Aug 2017 - Mar 2022

- Increased sales volume by 20% in the first year.
- Opened 2 new model homes and 3 inventory homes.
- Hosted 10 successful VIP events with an average attendance of 75 people per event.
- Presented to groups of up to 150 prospects on a regular basis.
- Awarded "Rookie Salesperson of the Year" for top sales numbers among all new home sales consultants company-wide.

Certificates

NAHB Green (National Association of Home Builders)

Oct 2020

CGP (Certified Graduate Remodeler)

Jun 2019

CAPS (Certified Aging in Place Specialist)

Feb 2018

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Education

Associate's Degree at University of California, Los Angeles, CA

Aug 2013 - May 2017

Links

[linkedin.com/in/latrinathorley](https://www.linkedin.com/in/latrinathorley)

Skills

Ability to read and interpret documents such as safety rules, operating and maintenance instructions, and procedure manuals.

Ability to write routine reports and correspondence.

Ability to speak effectively before groups of customers or employees of organization.

Strong interpersonal skills including the ability to diplomatically resolve customer complaints/concerns

Languages

English

Urdu