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London, UK

Deniz Yıldız

Personal Profile

Highly motivated and results-driven Real Estate Agent with over 5 years of experience in the UK property market. Experienced in negotiating and closing deals, coupled with excellent interpersonal skills to build lasting client relationships. Proven success in providing exceptional service to clients, whether they are buying, selling, or investing in properties.

Skills

- Property Valuation
- Market Analysis
- Negotiation
- Property Management
- Customer Relationship Management
- Marketing and Advertising
- Contract Law
- Real Estate Software (e.g., Rightmove, Zoopla)
- Financial Analysis

Education

Bachelor of Science (Hons) Marketing
University of York, 2014

Courses & Certifications

Unlock your inner realtor with Robert Reffkin
MasterClass, 2018

The Modern Real Estate Agent
Udemy, 2017

Work Experience

Estate Agent, Johnson Property, London | 2018 - Present

Lead a team of junior agents, providing training, guidance, and support to improve overall sales performance. Negotiate complex transactions, ensuring optimal outcomes for clients and the company. Maintain and updated property listings on various online platforms, maximising exposure.

- Successfully negotiated and closed 10 high-value commercial property transactions, exceeding the client's expectations and contributing to a 25% increase in commercial property sales within the region.
- Consistently ranked as the top-performing agent in the office, achieving a 95% client satisfaction rate, and receiving the 'Agent of the Year' award for three consecutive years.

Real Estate Assistant, Right Property, Manchester | 2015 - 2017

Assisted senior agents in conducting property valuations, market research, and client meetings. Organised property viewings, providing detailed information and addressing client inquiries. Collaborated with the marketing team to create engaging property listings and advertising campaigns.

- Streamlined the property viewing process, resulting in a 15% increase in successful property viewings conducted, enhancing client satisfaction.
- Assisted in the implementation of a data-driven approach to market research, contributing to the identification of emerging real estate trends and providing actionable insights to senior agents.

References

References available upon request