

DENISE WEYLAND

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408-555-0000 (home)
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COMMUNITY SALES MANAGER

Versatile, goal-oriented new home sales manager with a track record of producing successful results in challenging market conditions. Proven ability to establish rapport and trust with diverse individuals, including homebuyers, lenders, construction and warranty staff. Strong negotiating and closing skills.

REAL ESTATE SALES EXPERIENCE

Elegance Homes 2003–Present
Community Sales Manager, Atlantia Creek, Foster City, CA (2004–Present)

- ◆ Despite a difficult economy, lack of model homes and a less-than-desirable location, sold and closed 26 of 27 homes in the \$600,000–700,000 range between May 2001 and May 2002. Generated approximately \$18 million in gross revenue.
- ◆ Interacted with both an in-house lender and outside lenders to overcome numerous obstacles and complete the closings.
- ◆ Joined the community as the fourth sales manager in approximately two months.

Sales Associate, Sunrise Shores, Santa Clara, CA (2003–2004)

- ◆ Performed selling and closing for a top-producing Community Sales Manager during a period when the home-buying situation changed from long waiting-lists to a challenging sales market.
- ◆ Played a key role in assisting the manager to close approximately 50 of 84 homes in the \$600,000–\$800,000 range.
- ◆ Recommended by the manager for promotion to Sales Manager at Atlantia Creek.

Home Resale Experience:

Richardson Mortgage, Palo Alto, CA 2001–2003
Sales Representative

Porter-Martinson, Woodside, CA 2000–2001
Sales Representative

Previous Experience:

Employed in the South Bay and Sacramento-area real estate industry in a non-sales capacity, including office management and agent assistance, 1985–1997.

LICENSE

California Real Estate License obtained in 2000

PROFESSIONAL AFFILIATIONS

Member: Home Builders Association of Northern California
Former member: National Association of Realtors®, California Association of Realtors®
and Woodside Association of Realtors®