



ANDRES ORTIZ

Business Development Manager

Accomplished Sales Representative with over 15 years of experience, driving revenue growth in Real Estate. Recognized for strategic market analysis, effective negotiation, and leadership in managing teams and client pipelines.

Multilingual communicator skilled in building lasting client relationships and applying project management expertise to maximize satisfaction and deliver exceptional results.

Location:
Coral Springs, FLORIDA, 33065

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954-802-7175

Email:
Andres11.af@gmail.com

Website:
[Linkedin | Portfolio](#)
[Zillow Reviews Link](#)

Education

High School Diploma
Northeast High School,
Oakland Park Florida
August 2004 - May 2007

Professional Real Estate Agent License Real Estate
Gold Coast Schools, Tamarac September 2017

Key Skills

Active Listening
Communication
Consulting
Due Diligence
Goal Setting
Market Analysis
Multilingual
Negotiation
Organization
Performance Management Pipeline Management
Project Management
Regulatory Compliance
Sales Leadership sales Reporting Scheduling
Team Coaching

PROFESSIONAL EXPERIENCE

Full Time Real Estate Agent | Lokation Real Estate South Florida | SEPTEMBER 2017 - Present

- Guided clients through home buying and selling while negotiating optimal outcomes, contributing to sales growth year over year.
- Utilized market analysis to drive successful real estate strategies, fostering strong client relationships for sustained business growth.
- Executed comprehensive property analyses and due diligence, ensuring compliance with regulations and protecting clients' interests.
- Successfully negotiated purchase agreements, inspection resolutions, and closing terms to achieve favorable results for clients.
- Maintained a high level of customer satisfaction through consistent communication, responsiveness, and post-closing client support.
- Generated repeat business and referrals through relationship-driven service and strong local market expertise.
- Managed the full transaction lifecycle, including listing preparation, marketing, contract negotiation, inspections, financing coordination, and closing.

General Company Manager | G& Painting Coral Springs | JANUARY 2015 - DECEMBER 2021

- Coached associates in managing assigned departments and developed individual and team strategies to maximize performance
- Managed all company personnel and provided specific instructions for individual activities on each crew performing tasks required by assigned job sites
- Ensured client expectations and needs were met upon job completion, instructing clients on payment terms and accurately managing payroll system entries and processing
- Implemented operational systems to guarantee effectiveness of daily activities at all business levels, negotiating with vendors and clients to increase profit margins while building strong relationships

VP Merchant Services Sales Specialist | Bank Of America Coral Springs SEPTEMBER 2012 - JANUARY 2015

- Established relations within the organization to ensure proper handling of customer accounts, achieving targeted and projected revenues
- Recommended solutions based on customer needs, educating each business owner on products to maximize benefits for their growth
- Coached and developed associate skills by demonstrating available tools, promoting regular procedures to ensure quality prospects