

Brian Lingerfelt

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(850)428-9091

EXPERIENCE

Commercial and Residential Real Estate

ERA, Shalimar, FL---*Real Estate Agent* June 2022-Current

Sapphire Resorts, Destin, FL---*Sales Manager and Resort Sales* March 2021-
June 2022

Led group presentations of vacation programs and facilitated closings

Planned and implemented unique sales strategies to increase purchasing

Top producer for 6 months and generated over \$1 Million in sales

Bounce Party Playzone, Mary Esther, FL — Owner, GM

Nov 2013 - Feb 2021

Managed daily operations including ordering, taking inventory, stocking, analyzing reports

Recruited new team members, conducted interviews for hiring, implemented terminations when necessary

Supervised training of associates and held performance evaluations

Created marketing and advertising campaigns

Developed business through sales solicitation

Wyndham Vacation Resorts, Destin, FL — Sales Management & Recruiting

May 2006 - Sept 2013

Coordinated recruitment campaigns, career fairs, and customer events

Conducted guided tours with customers while implementing sales strategies

Established customer rapport to increase retention and customer satisfaction

Hit and exceeded monthly sales goals

Publix Supermarkets, Fort Walton Beach, FL ---- Customer Service Manager

Jan 2001- March 2006

Effectively supervised daily front end operations of busy customer service department

Hired, trained and mentored front end associates

Education

University of Florida- Graduated
Jan 2000

Bachelors of Science

Advertising and Marketing/Specialty
degree in International Advertising

Real Estate License, FL -Current

MANAGEMENT SKILLS

Problem Solving and Resolution Management

Team Building and Mentoring

Recruiting, Hiring and Training

Analyzing Business Reports

Strong Business Acumen

CUSTOMER SERVICE SKILLS

Relationship Building

Active Listening Skills

Building Customer Loyalty

Sales Presentation and Planning

Skilled Delivery of Company

Message When Interacting

Customers

