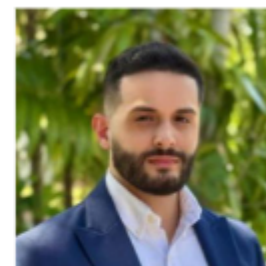


MARCO GELPI

SALES PROFESSIONAL

MarcoGelpi92@Gmail.com | 305.305.0465



PROFILE

Results driven sales professional with over 10+ years of experience closing high value transactions and guiding clients through complex purchase and financing decisions. As a real estate sales professional, consistently built strong pipelines, negotiated favorable terms, and turned prospects into repeat customers. Highly motivated by fast-paced, high-volume sales environments, I thrive on exceeding targets and delivering exceptional customer experiences. My skills include consultative selling, needs analysis, objection handling, lead generation, and CRM management.

PROFESSIONAL EXPERIENCE

Real Estate Sales & Investments, London Foster Realty

Jan 2019 — Present

Miami Beach

- Provide financial information and analytical data to the potential buyer or seller.
- Facilitate acquisition transactions and place properties for sale.
- Identify property, analyze values data, and structure contracts.
- Work with all lenders, attorneys, and agencies to complete transactions.
- Assist with or arrange for financing.

Realtor Associate, Elite Sales Group

May 2012 — Jan 2019

Miami / Coconut Grove

- Offer and show residential properties, explain features and describe financing options.
- Determine best method of purchase and review financials.
- Prepare contracts, ensure all requirements, deadlines have been met.
- Identify, analyze, and prepare purchase/sales contracts.
- Compare subject properties with similar properties to determine fair market price.

EDUCATION

Florida International University - College of Business

2014 — 2016

Attended, Miami, FL

Business, Management, and Marketing.

Miami Dade College

2012 — 2014

Associates Degree in Arts, Miami, FL