

# Niloufar Zarei-Chalshotory

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I am a results-oriented REALTOR with three years of experience specializing in both commercial and residential real estate. I have a proven track record of closing three major deals in the commercial sector, showcasing my negotiation skills. As a member of the National Association of Realtors and the Greater El Paso Association of Realtors, I am able to continue growing my network and stay up to date with local and national industry trends. In addition, I am also pursuing my education goals as a full-time economics student at the University of Texas at El Paso and a member of the National Society of Leadership and Success.

## WORK EXPERIENCE

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**Golden Real Estate** • El Paso, TX • Full-time • 01/2021 - Present

### REALTOR

- Building a valuable network of contacts throughout the real estate industry, including appraisers, lawyers, lenders, and home inspectors.
- Maintaining accurate records of all real estate transactions and client information.
- Negotiating with other local realtors for the best interest of clients.
- Providing professional advice to clients on the best course of action for their real estate needs.
- Researching property trends and utilizing to attract a targeted client base.
- Successfully closed 3 major deals on commercial real estate properties.

## EDUCATION

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### Bachelor of Science in Economics

University of Texas at El Paso • El Paso, TX • 08/2020 - 05/2024

National Society of Leadership and Success

## CERTIFICATIONS

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### Texas Real Estate License

State of Texas • 01/2021 - Present

## SKILLS

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Adaptability, Collaboration, Contract Negotiation, Customer Service, Detail Oriented, Federal and Local Real Estate Laws, Interpersonal Communication, Marketing, Microsoft Applications, MLS Database, Negotiation, Problem Solving, Relationship Building, Sales, Teamwork, Time Management