

ADREA N. BRABSON

OWNER OF A+ REALTY GROUP



PROFILE

I am a qualified and professional Realtor® with over five years of experience in real estate sales, negotiations, data analysis, marketing, and customer service. I have strong creative and analytical skills. A true team player with an eye for detail.

EXPERIENCE

CEO

A+ Realty Group

2020 - Present

- Planning & managing all aspects of the business including sales, business development, staff/contractor hiring, vendor management, & marketing.
- Managing commercial & residential real estate transactions
- Agent training
- Material procurement
- Data entry & analysis
- Project coordinating & management
- Property staging & merchandising

LICENSED REALTOR

United Real Estate Richmond

2018 - Present

- Assisting clients with real estate transactions
- Showing/Listing homes
- Analyzing market trends
- Client prospecting
- Marketing properties to drive sales
- Excellent customer service
- Cultivating business relationships
- Database management
- Contract writing & negotiations

ACCOUNT MANAGER

Professional Moving & Storage - STI / MXD / Home Express

2016 - 2018

- Managed and maintained contracts
- Managed a team of people
- Mentored, trained, and developed my team
- Generated new business
- Assured personalized customer care
- Tracked company budget & reviewed monthly statements
- Provided solutions to client orders
- Planned and coordinated inbound/outbound loads
- Developed strategies to maximize business results

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Richmond, VA 23236

🌐 AdreaTheAgent.com

EDUCATION

BACHELOR OF ART, DESIGN AND MERCHANDISING

Clark Atlanta University

2012 - 2016

GRAPHIC COMMUNICATIONS CERTIFICATE

Richmond Technical Ceenter

2009 - 2011

SKILLS

- Real Estate Laws - Federal & Local
- Real Estate Market Knowledge
- Critical Thinking & Problem-Solving
- Customer Service
- Negotiating & Sales
- Detail-Oriented
- Technology Literacy
- Project Management Tools
- Strong Communication
- Organization
- Marketing
- Microsoft Office
- Adobe Creative Cloud