

Rosa A. Garcia

**Realtor / NNA / NSA / RON
Certificate**

Deertfield Beach, FL 33442

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ABOUT ME:

"Rosana" as all my friends call me. Borned and raised in Caracas, Venezuela. I arrived in the USA in 2000 as a journalist, hence my persistence to always ask questions. From all the experiences I have lived throughout these years.

I became a Residential investment consultant specialist and now have over a decade of experience working in the Timeshares industry in the Orlando area, Las Vegas and Mexico. I have also worked doing Property Management as a Leasing Manager on luxury rental communities for the past six years. Finally Realtor since 2011, which has been a fulfilling experience.

I enjoy practicing metaphysics activities, dance, watching a binge-worthy show on Netflix. But you can also find me on a beautiful beach in South Florida. I love all boat and jet ski activity, big fans of Nascar and motorcycle rides. I also enjoy traveling and spending time with friends and family.

The highlight of my life has been being a mother. To see my two daughters grow up to be successful and brilliant women has to be the ultimate reward!

I strongly believe in the power of positive thinking in all aspects of life, I fully trust that I have a vision and a mission in life. I am not afraid of obstacles, and my confidence will automatically make me stand out from the rest.

Client focused with a strong sense of detail and urgency, well-spoken, energetic, entrepreneurial, competitive/Sales-Driven, assertive, self-Motivated, personable/ Outgoing, professional, dependable, multitask between issues throughout the day. I have a pleasant demeanor and a good sense of humor and above all I am devoted to exceeding all client expectations.

Authorized to work in the US for any employer

Willing to relocate: Anywhere

Work Experience

Realtor Associate / Public Notary

LoKation Real Estate - Fort Lauderdale, FL March 2016 to Present

Leasing Consultant

Mill Creek Residential - Fort Lauderdale, FL January 2015 to December 2019

Leasing Professional (Management 200 - 648 units)

- Give tours of the property to prospective tenants and answer questions about the numerous amenities, local community and beautiful grounds while generating interest in the community
- Assist prospects in qualifying for an apartment or home by collecting appropriate information and initiating the appropriate background checks.
- Lead, direct and control all facets of the community to ensure quality service to a high degree of customer satisfaction to company's standards and policies while working within budgetary guidelines.
- Deliver unmatched service to residents to exceed their expectations, while maintaining resident retention.
- Complete daily all required marketing and rent reports promptly
- Develop and administer the community budget.
- Participate in all daily operational calls and required meetings.
- Create and execute marketing strategies and establish sales activities for the leasing team to generate leads
- Over the five years I drove the sale by highlighting the quality of the community and the lifestyle available while maintaining a 75% closing rate.

Spanish Podium Speaker and Sales Manager (TO)

Bluegreen Vacation, Hilton Vacation Club, Westgate - Las Vegas, NV January 2008 to December 2015

- Contributed to managers team effort and complex group decisions about sales projects.
- Worked to enhance the organization's capabilities through effective staffing and development of others by using appropriate Bluegreen Corporate interviewing tools to hire qualified employees Coach team to collaborate with others by giving feedback and training. Establishing sales goals and delegating tasks appropriately. Leading personal and professional sales motivational meetings to employees. Recognizing and rewarding individual performance and team successes
- Assisted Senior Associates in achieving business results by Identifying opportunities to enhance the effectiveness of business processes. Providing training and technical guidance to the senior staff. Participating in setting department operating plans.

Education

Bachelors in Advertising and Marketing

Universidad Católica Andres Bello - Caracas, Venezuela

1983 to 2023

Languages

- English, Spanish, Italian, Portugues - Expert

Award Of Excellence

2011 Westgate Award Of Excellence.

2011 Front Line Sales Representative of the Month Bluegreen.

2011/2012/2013 Employee of the Month, Bluegreen.

2012-13-14 Outstanding Corporate Performance Top Sale Of The Year Bluegreen.

2017 Pinnacle Award Of Excellence. First place Outstanding Corporate Performance VIP Prog.Of The Year.

Certifications and Licenses

Florida Real Estate License SL3406592

June 2011 to August 2024

Public Notary / NSA

September 2021 to September 2023

Assessments

*Sales Representative at Fun & Fast Growing Company - 100k-300k — Expert
December 2019

*Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals. Full results: [Expert](#)

*Customer Focus & Orientation — Proficient December 2019

*Responding to customer situations with sensitivity. Full results: [Proficient](#)

*Customer Focus & Orientation — Highly Proficient December 2019

*Measures a candidate's ability to respond to customer situations with sensitivity.
Full results: [Highly Proficient](#)

*Customer focus & orientation — Highly Proficient March 2021

*Responding to customer situations with sensitivity Full results: [Highly Proficient](#)

*Sales skills — Expert December 2019

*Persuading reluctant customers to buy products or services, and influencing and negotiating with customers to meet sales goals. Full results: [Expert](#)

*Real estate — Highly Proficient March 2021

*Matching listings with specifications Full results: [Highly Proficient](#)

References:

Sofia Gonzalez, Zimmerman Advertising (321) 438-9620

Claudia Rincon Assurity Solutions Grp LLC (954) 253-9441

<https://www.zillow.com/profile/Rosana-Garcia/>

Google review: <https://rosanagarciarealtor.com/>