

MR

# Mark Richardson

A real estate business development manager with nine years of experience securing commercial and residential property deals, negotiating high-value contracts, and expanding investment portfolios.

## CONTACT



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LinkedIn | Portfolio



Los Angeles, CA 90001

## EDUCATION

- Bachelor of Science (B.S.) in Real Estate Development

University of Southern California,  
Los Angeles, CA | June 2011 -  
March 2015

## KEY SKILLS

- Property acquisitions and sales
- Real estate investment strategies
- Client negotiations
- Market analysis
- Strategic partnerships

## PROFESSIONAL EXPERIENCE

**Real Estate Business Development Manager** | West Coast Realty Group, Los Angeles, CA  
May 2018 - Present

- Manage high-value property acquisitions, leading to over \$50 million in real estate transactions annually
- Negotiated contracts with commercial clients, increasing company revenue by 35%
- Developed investor relations strategies, securing over \$10 million in funding for property development projects

**Real Estate Sales Executive** | Golden State Properties, Los Angeles, CA  
July 2015 - April 2019

- Closed 200+ property deals, increasing the firm's market share by 28%
- Conducted real estate market analysis to identify profitable investment opportunities
- Built relationships with property developers and investors, expanding the firm's client base by 40%

## CERTIFICATIONS

- Certified Commercial Investment Member (CCIM), CCIM Institute | January 2017
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- Negotiated contracts with commercial clients, increasing company revenue by 35%
- Developed investor relations strategies, securing over \$10 million in funding for property development projects