

# Morgan Johnson

## Real Estate Sales Manager

Sales manager overseeing a 20-agent residential team. Drove 35% revenue growth by instituting data-driven coaching and performance incentives.

### CONTACT

 email@example.com

 LinkedIn | Portfolio

 City, ST, 34567

### KEY SKILLS

- Data-driven coaching
- High-performance training
- Property marketing
- Contract administration
- CRM database management

### PROFESSIONAL EXPERIENCE

May 2017 - Present

**Sales Manager, HomeFront Realty** | City, ST

- Led team from \$50M to \$68M annual sales in two years
- Launched weekly training on lead-conversion tactics, boosting agent close rate by 20%
- Instituted KPI dashboards, improving forecast accuracy by 30%

June 2013 - April 2017

**Senior Sales Agent, Urban Nest Real Estate** | City, ST

- Closed 40+ deals annually, averaging \$450K per property
- Earned "Agent of the Year" in 2015 for 25% year-over-year growth

### EDUCATION

**Bachelor of Science, Business Administration**

State University, City, ST | May 2013