

# Tori J. Walker

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## SUMMARY

Dynamic Real Estate Broker Advisor with over 15 years of experience in managing and expanding commercial and residential portfolios. As CEO of Divine Life Realty Group, LLC, successfully managed assets exceeding \$750M and increased property occupancy by 82%. Skilled in strategic planning, negotiation, and client relationship management, seeking to leverage expertise in a challenging Real Estate Broker role to drive growth and innovation. Former military Information Technology Training Specialist with extensive knowledge of civilian and government procedures.

## WORK EXPERIENCE

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| DLRG Real Estate Advisors<br><i>Corporate Real Estate Advisor/Consultant</i>   | SPRING<br>May 2021               |
| <ul style="list-style-type: none"><li>• Support Power Generation Development projects as a real estate SME, providing expert guidance on site selection, regulatory compliance, and project feasibility to ensure successful project execution.</li><li>• Negotiate complex transactions including purchases, sales, leases, and donations, leveraging strong negotiation skills to secure favorable terms and maximize value for stakeholders.</li><li>• Perform financial analysis and modeling for scenario planning, utilizing advanced analytical tools to assess potential risks and returns, and inform strategic decision-making.</li><li>• Develop strategic partnerships and marketing strategies for real estate assets, fostering relationships with key industry players to enhance market presence and drive asset performance.</li><li>• Conduct locational analysis, site searches, and market analysis, employing data-driven insights to identify optimal locations and capitalize on emerging market trends.</li><li>• Coordinate due diligence and direct activities of real estate brokers and consultants, ensuring thorough evaluation of potential acquisitions and seamless transaction execution.</li><li>• Specialize in land use and development, advising on optimal strategies for property utilization, enhancing asset value and aligning with long-term business goals.</li><li>• Lead initiatives in commercial real estate development, focusing on portfolio expansion and market growth, positioning the organization as a leader in the industry.</li><li>• Collaborate with cross-functional teams to align real estate strategies with business objectives, ensuring cohesive and integrated approaches to achieving organizational goals.</li></ul> |                                  |
| Divine Life Realty Group, LLC<br><i>Real Estate Broker/Consultant</i>  | Spring, TX<br>Jan 2014 - Present |
| <ul style="list-style-type: none"><li>• Manage and oversee compliance as a licensed Real Estate Broker, expertly handling commercial and residential portfolios exceeding \$750M, ensuring adherence to industry regulations and standards.</li><li>• Develop and implement strategic plans to optimize property acquisition, disposition, and occupancy rates, resulting in increased profitability and asset value.</li><li>• Lead negotiations for high-value transactions, securing favorable terms and conditions for clients through expert negotiation skills and market insights.</li><li>• Cultivate and maintain strong client relationships, providing expert consultancy services for portfolio management, enhancing client satisfaction and retention.</li><li>• Spearhead the integration of advanced technology solutions to enhance property management and client engagement, improving operational efficiency and customer experience.</li></ul>  |                                  |

- Design and deliver comprehensive training programs to improve team performance and client service delivery, fostering a culture of continuous learning and development.
- Manage a team of real estate agents, overseeing inbound and outbound sales activities, driving sales growth and market penetration.
- Facilitate team meetings and provide training and development for agents, sales, and marketing teams, ensuring alignment with organizational goals and strategies.
- Provide strategic consulting services to clients, advising on market trends, investment opportunities, and risk management, supporting informed decision-making and strategic planning.
- Conduct comprehensive market analysis to support client decision-making and investment strategies, leveraging data-driven insights to identify opportunities and mitigate risks.
- Offer commercial consultancy services, aligning real estate advisory with business objectives and growth strategies, contributing to the achievement of organizational goals.
- Drive real estate development initiatives, focusing on portfolio and market expansion to maximize growth opportunities, positioning the organization as a leader in the industry.

## CERTIFICATIONS

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Certified Land Specialist  
 Certified Real Estate Broker  
 Certified Real Estate Consultant  
 Certified Property Manager  
 Certified Commercial Specialist  
 Certified Listing Specialist  
 Certified Marketing Specialist  
 Certified Veterans Specialist  
 Certified Luxury Specialist  
 Certified Network Administrator  
 Certified Information Manager

## SKILLS

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Leadership and Team Development • Strategic Business Planning • Expert Negotiation and Persuasion • Accurate Property Valuation • In-depth Market Analysis • Proficient in Real Estate Law • Exceptional Customer Service • Real Estate Portfolio Optimization • Strong Client Relationship Management • Commercial Real Estate Development • Commercial Property Management • Commercial Lease Negotiation

## EDUCATION

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Texas A & M Commerce  
 Master of Arts, Educational Administration

Hawaii Pacific University  
 Bachelor of Science, Management of Information Systems