



MELISSA WADE

CONTACT

PHONE:
828-788-0012

WEBSITE:

Facebook.com/hillbillyrealto

<http://www.RealEstatePro.com/Site/Default.aspx?id=mwade-ingle>

EMAIL:
Lissagail7@gmail.com

HOBBIES

Hiking

Traveling

SKILLS

- * Client Follow-Up
- * Financial Needs Assessment
- * Call Screening
- * Email Marketing
- * Trainer Coaching
- * Payroll

PROFESSIONAL SUMMARY

Seasoned Real Estate Broker and client advocate establishing buyer and seller partnerships to foster stress free transactions. Proven success in contract negotiation and housing market monitoring with a focus on sales marketing to increase clientele. A superior understanding aspects Residential and Commercial Real Estate.

ACCOMPLISHMENTS

Showed record growth the first two years in business. Landed #1 position in Commercial Real Estate Sales for the area.

WORK HISTORY

Smoky Mountain Realty, LLC, Owner – Business Bryson City, NC – 09/2018 – Current

- * Consult with customers to assess needs and optimal solutions.
- * Train and motivate employees to perform key business functions.
- * Put together realistic budgets based upon cost for successfully operating business.
- * Oversee business budget planning and administration functions.
- * Capitalize on social media platforms to increase awareness and recruit sales agents.
- * Keep all building and equipment functioning and organized to promote business performance.

- * Professional Relationships
- * Form/Contract Completion
- * Marketing Strategy
- * Policy Renewals
- * Client Prospecting
- * Contract Review and Analysis
- * Payment Method
- * Consultative Selling Techniques
- * Clientele Development
- * Account Management
- * Team Goals
- * Account Evaluation
- * Training Junior Team Members
- * Data Accuracy
- * Customer Satisfaction
- * Production Goals
- * Agent Support
- * Investment Options
- * Reading Comprehension
- * Data Collections
- * Qualified Lead Generation
- * Operational Efficiency
- * Regulatory Requirements

- * Devise and deploy sales and marketing tactics for strategic growth and support achievement of company goals.

* Founder

Quality Results of WNC, LLC, Owner – Business Bryson City, NC – 08/2020 – Current

- * Routinely tested hair and urine samples for illegal drugs.
- * Adhere to state standards in testing.
- * Travel for on site visits. Some examples are, Courts, Social Services, Juvenile Services, Jails, Trucking Companies.
- * Adhere to strict confidentiality.
- * Billing and payroll.

Hyde Property Holdings, LLC, Owner – Business, Bryson City, NC – 05/2021 – Current

- * Investment Company for Residential and Commercial Properties.
- * Founder

LICENSES

North Carolina Real Estate License
140937
Firm #
C30233

AFFILIATIONS

NAR – National Association of Realtors
CSAOR – Carolina Smokies Association of Realtors
CREIPS – Certified Real Estate Investment Planning Specialist
CREIANC – Carolina Real Estate Investors Association of NC
Cherokee Toastmasters

EDUCATION

Southwestern Community College – Business Administration/Real Estate; Human Services; Medical Lab Technology
Western Carolina University – Continuing Ed, Computer classes
NC State – Continuing Ed, Bail Bonds