

Lakischa Morgan

Metropolitan Atlanta

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Summary

Results-oriented and seasoned sales professional with a proven track record of success in the competitive real estate industry, spanning 7 years. Demonstrated expertise in cultivating and managing client relationships, negotiating deals, and exceeding sales targets. Eager to transition skills honed in real estate to project management.

EDUCATION

Georgia State University, J. Mack Robinson College of Business

Atlanta, GA.

Bachelor of Business Administration, Real Estate

January 2022

Relevant Courses: Macro/Microeconomics, Business Communication and Professional Development, Marketing Management, Real Estate Principles

COURSE EXPERIENCE

Business Communications and Professional Development

May 2013

Researched best practices for creating an effective and efficient work environment.

- Assess risks and opportunities.
- Promote a positive social change via sustainable development.

LEADERSHIP ACTIVITIES

- National Association of Realtors- NAR
- Greater Milwaukee Area Realtors- GMAR
- Atlanta Realtor Association- ARA
- Women's Council of Realtors- WCR

EXPERIENCE

First Weber, Keller Williams, Remax, Coldwell EXP Realty, Norman & Associates

Atlanta, GA

Licensed Realtor

July 2016-Present

- Consistently ranked as a top-performing sales professional in the real estate sector.
- Successfully negotiated and closed high-value transactions, resulting in increased revenue and client satisfaction.
- Developed and implemented effective sales strategies that contributed to the success of the real estate agencies.
- Achieved a sales volume of \$1.3 million, significantly contributing to the growth and success of the brokerage.

SKILLS

- Sales Strategy, Lead Generation, Prospecting, Negotiation, Closing, Relationship Management, Self-Motivated, Communication, Time Management, Microsoft Office Suite, Outlook, Zoom.
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