

# Josh Maitre

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Dynamic professional with a strong background in sales and relationship management. At Inside Real Estate, exceeded targets and generated \$8,000+ in monthly recurring revenue in two months. As a Real Estate Broker, facilitated 75+ transactions totaling \$50M+ in sales. Skilled in client presentations and CRM systems, focusing on streamlining operations and enhancing customer insights.

## WORK EXPERIENCE

### Sales Development Representative

Inside Real Estate

Apr 2024 - Present

- Increased appointments—shown through effective communication of software platform, resulting in a boost in prospect engagement and conversions.
- Identified and engaged clients through cold calls, emails, and social media, generating \$8,000+ in monthly recurring revenue in two months and surpassing sales targets.

### Real Estate Broker

Engel & Völkers/Sotheby's Realty

Jan 2019 - Dec 2023

- Closed over 75 transactions, contributing to a career sales volume of over \$50 million, demonstrating expertise in coordinating complex sales processes.
- Managed office onboarding program for new CRM/Website platform (Lofty), ensuring unified branding and captivating website content.
- Acted as a strategic partner in creating and delivering compelling presentations to clients, effectively communicating data-driven insights and recommendations.
- Implemented a Website/CRM system that enhanced operational efficiency, provided comprehensive market reporting, and delivered valuable customer insights.

### General Manager

Jamba Juice

Sep 2014 - Mar 2019

- Led a team of 15 employees and underwent four strategic relocations to address work culture issues, fostering a collaborative and self-sustaining work environment.
- Implementation of a new Point-Of-Sale system in two stores, training 30 employees, resulting in increased checkout efficiency and improved tracking and accounting processes.

## SKILLS

Attention to detail, Client Relationships, Collaborative, Curious, Empathy, Enthusiasm, Fast-Paced, Follow-up, Management Skills, Marketing, Market Research, Organized, Passion for Learning, Presenting

## EDUCATION

### Oregon State University

B.S. Business Administration

Jun 2021

### Central Oregon Community College

A.A. Business Administration

Jun 2018

### Udemy - Coding Bootcamp

HTML/CSS/Python Coding Languages

Mar 2024