

Kerry N. White

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SUMMARY OF QUALIFICATIONS

- 18 years' experience in Real Estate Sales and Marketing
- 22 years' experience in Customer Services
- Experience in Marketing, Residential and Commercial Sales

EXPERIENCE

New Homes Advisors, INC, Lawrenceville, GA

August 2018-Present

CEO/Broker

Grow and manage a new homes sales team that assist builders in selling homes in new construction communities.

- Train agents on the new construction process including administrative paperwork and building process.
- Manage and train agents on the day to day operations of being an on-site agent.
- Assist builders on training office and onsite staff.
- Staff builders' communities when necessary.
- Full brokerage services for startup communities, existing communities and closeout communities

Garnett & Lee, On-Point Realty and Rocklyn Homes, Duluth, GA

February 2015-August 2018

Sales Manager

Grow and manage an award winning new homes sales and design team while coordinating with interoffice departments.

- Manage on average 15 new homes consultants, 16 assistants, 2 area managers and 3 designers in GA and FL.
- Approve contracts, review/approve marketing/lender strategies, review land acquisitions, buyer incentives, and schedule events.
- Prove on-going training, coaching, and mentoring for the sales team.
- Evaluate sales team goals, provide feedback and create incentives.
- Inspecting sales offices, models, specs and community appearance.
- Overseeing decisions and communicating with other departments throughout the organization.
- Review company overall sales numbers and evaluate what is needed to achieve company goals
- Analyze market research and competition reports.
- Facilitate and manage a minimum of 600 sales per year and over 500 closings.
- A panelist on the 2017 Atlanta Realtor Association "New Home Sales-Builders' Panel".
- Awarded 2017 OBIE "Sales Manager of the Year" by the Atlanta Sales and Marketing Council
- Sales team members won the 2017 OBIE "Rookie of the Year" and "Sales Person of Year" awards.
- Sales team members won the 2018 OBIE "Rookie of the Year" award.
- Numerous Gold and Silver OBIE awards for communities, floor plans and marketing.
- Sales team members have won numerous Top Rung awards for single-family detached/attached for volume and number of sales.

Community Sales Manager

August 2012-February 2015

Sell new homes to a diverse customer base; responsible for meeting with agents, loan officers, and appraisers.

- Sold over 15 million in new homes sales in 2014.
- Awarded 2015 OBIE "Sales Person of the Year" by the Atlanta Sales and Marketing Council.
- Direct sales for buyers and sellers of various priced homes.
- Facilitate the building of homes in two communities.
- Promoted to Sales Manager of Rocklyn Homes in February 2015 to lead the Sales/Design team.

Residential Realty Group, Lawrenceville, GA

June 2005-Present

Co-Owner/Broker

Grow and manage a sales team while providing excellent customer service to our clients.

- Manage on average 15-20 agents at a time.
- Manage properties, negotiate leases, and prepare invoices/financial reports.
- Develop an elite, goal-centered, cooperative sales force.

ELAD National Properties, Atlanta, GA

May 2006-November 2010

Regional Sales Director

Responsible for the sales and development of a condo conversion community.

- Sold over 5 million in sales 2009 and over 4 million in sales 2010.
- Expedite purchase contracts for clients through every phase of sales, including showing property and negotiating loans.
- Responsible for buyer seminars, new agent training, marketing, sales training, and working with HOA.

Morris & Raper Realtors, Atlanta, GA

June 2002-May 2005

On-Site Realtor

Develop and maintaining lucrative relationships with key clientele.

- Consistently awarded/promoted for outstanding performance, attendance and teamwork.
- Awarded 2004 "Rookie of the Year" Award.
- Sold over 110 condos in less than a year.
- Grossed over 109 million in total sales.

EDUCATION

Georgia State University, J. Mack Robinson College of Business, Atlanta, GA

Bachelor of Business Administration, Marketing, January 2017

Overall GPA: 3.45

- Dean List/Honor Roll
- ICSC Foundation D. Scott Hudgens Undergraduate Real Estate Scholarship

Georgia Perimeter College, Atlanta, GA

Associate Degree in Business Administrations, May 2014

Overall GPA: 3.78

- Dean List

Georgia Institute of Real Estate, Duluth, GA

Certification in Real Estate Sales, February 2002

SKILLS

- Marksystem, Java, Microsoft Office (proficient in Excel and Power Point)