



Denay Trinidad, Coldwell Banker Preview International Realtor, La Jolla



Denay Trinidad, Realtor

Coldwell Banker Previews International

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Objective

- To always listen to my clients needs and deliver 100 % client satisfaction.
- To bring professionalism and education to the Real Estate industry by educating my clients throughout the transaction and by always continuing my education as a Realtor.
- To always sell the properties that I have listed within the initial contract listing period and for the highest price.

Qualifications

Realtor

I am certified as a Realtor by the National Association of Realtors, California Association of Realtors, and San Diego Association of Realtors.

Previews Home Specialist

I am trained and certified in marketing and selling highend luxury properties by Coldwell Banker Preivews International.

Certified Negotiation Specialist

I am trained and certified by Coldwell Banker in sales negotiations for buying and selling properites.

Work History

Coldwell Bankers - Realtor Sales Associate (January 2006 – Current)

- Represented and guided sellers and buyers in Real Estate transactions
- Marketed seller properties to yeild maximum sale price
- Market research for seller property comparables
- Market research for buyer options
- Helped clients in finding and managing vendor profession relationships
- Sourced and converted client relationship and new business

Glenn D. Mitchel Realtors – Realtor Sales Associate (December 2003 – December 2005)

- Represented and guided sellers and buyers in Real Estate transactions
- Marketed seller properties to yeild maximum sale price
- Market research for seller property comparables
- Market research for buyer options
- Helped clients in finding and managing vendor profession relationships
- Converted leads to sales

Johnson-Beucler – New Home Sales Associate (August 2002 – December 2003)

- Sold semi-custom \$2.5 to \$3 million homes in Carmel Valley
- Point of contact for prospective buyers
- Helped with marketing efforts
- Managed on-site office

Building Industry Association of San Diego – Event Organizer (January 2002 – July 2002)

- Raised funds and sponsorship for the Tour D' Elegance Event
- Planned and Coordinated Logistics for the Tour D' Elegance Event
- Hired vendors and managed relationships
- Managed builder and builder staff relationships



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Education

University of California at Santa Barbara (1998-2002)

Bachelor's degree in International Relations

University of Bologna, Italy (2000-2001)

University of California Study Abroad Program

Interests

I enjoy Running, Yoga, Hiking, Surfing, Wine, Travel and Golf.

References Available Upon Request