

## PROFESSIONAL SUMMARY

Licensed real estate salesperson with over a decade of experience serving the Greater Toronto Area (GTA) since 2011. Specialized in residential transactions including purchases, sales, and leasing, with additional experience in commercial and industrial leasing. Known for strong communication skills, client-focused service, market insight, and professionalism under pressure. Highly attentive to detail, punctual, and dedicated to meeting clients' best interests.

## WORK EXPERIENCE

- Retail Associate**  
*Lavishy International Company* Oct 2008 – Dec 2011
  - Assisted customers with their purchases
  - Provided a positive shopping experience to customers
  - Maintained an organized and clean shopping environment
  - Managed the inventories and helped inventory restock decisions
  - Assisted organizing and attending industrial trade shows
- Real Estate Salesperson**  
*Homelife Realty One Ltd., Brokerage* Nov 2011 – May 2012  
*Future Group Realty Service Ltd.* Jun 2012 – May 2015
- Real Estate Broker**  
*Homelife New World Ltd., Brokerage* Jun 2015 - Present
  - Built and maintained a strong client base through consistent networking and relationship management
  - Guided clients through transactions including residential property purchases, sales, leases and commercial/industrial leases across the GTA
  - Provided personalized service and professional advice with attention to client goals and market fit to ensure smooth closings and high client satisfaction
  - Assisted new buyers, tenants, and newcomers in successfully settling into their homes and communities

## EDUCATION

- Bachelor Degree of Economics in Finance**  
*China Agricultural University — Graduated in 2004*
- Diploma in Accounting**  
*George Brown College — Graduated in 2008 with Honours*

Currently pursuing AACI designation through the Appraisal Institute of Canada

## PROFESSIONAL DEVELOPMENT

- Recipient of the 2024 Appraisal Institute of Canada Award**  
– UBC Sauder School of Business
- Passed AIC 101, AIC102, BUSI 330 & BUSI 331.  
 Able to apply for Candidate Member before June 13, 2025.

## SKILLS

- Client Relationship Management
- Market Research & Analysis
- Effective Communication
- Attention to Detail
- Time Management & Punctuality
- Negotiation & Conflict Resolution

## CERTIFICATIONS

- Licensed Real Estate Broker (Ontario)
- In Progress: AACI Designation (Appraisal Institute of Canada)

## LANGUAGES

- English
- Mandarin