
Business Broker Resume

Job Objective

Seeking work as business broker in an organization in order to bring my years of experience in the field to the department or organization.

Highlights of Qualifications:

- Remarkable broker experience in fast paced consumer driven environment
 - In-depth knowledge of strategic analysis, business principles and consumer behavior
 - Proficient with Nielsen / IRI, MS Office suite, Excel, spreadsheets and contact management software
 - Ability to devise and deliver persuasive presentations, based on data-driven insights
 - Ability to plan tactics to support broader company and brand objectives
 - Strong sales, negotiating, organizational, and management skills
 - Outstanding personal relationship and communication skills
 - Fluency in English and Spanish
 - Ability to network with high net worth individuals and business professionals
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Professional Experience:

Business Broker, August 2005 – Present
First Choice Business Brokers, Port Huron, MI

- Assisted potential sellers with the ownership transfer of their businesses.
- Worked with buyers to locate profitable businesses.
- Helped buyers purchase new franchised businesses.
- Developed exit strategies, targeted growth plans and business plans.
- Assisted current business owners with fair market valuations.
- Provided clients with commercial real estate brokerage, leasing, property management and search services.

Business Broker, May 2000 – July 2005
Murphy Business & Financial, Port Huron, MI

- Facilitated sale and purchase of small to medium size businesses.
 - Helped business owners sell their business by finding and matching them with qualified buyers.
 - Estimated the market value of a business.
 - Screened buyers for their ability to qualify to purchase a business.
 - Helped buyers find and buy a business that suits their interests and finances.
 - Assisted buyers to achieve business ownership.
 - Conducted interviews, discussions, negotiations and communicated with business owners and buyers on the phone and in person.
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Education:

Bachelor's Degree in Business Information, Southern Arkansas University, Magnolia, AR

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