

Vadym Barbanov

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Work experience

EXP Realty

January 2021 — Present

Licensed Real Estate Salesperson

- Creating residential assemblages and marketing them to real estate developers.
- Analyzing assemblages, market value of land and zoning requirements for real estate developers.
- Research and analysis of individual properties for buyers and sellers.
- Creating, preparing and signing real estate purchase documentation and packages concurrent with laws and regulations.
- Commercial buildings cash flow analysis for making right offers on commercial properties.
- Real estate services for buyers and sellers in New York from start to finish.
- Real estate marketing and social media campaigns.
- Negotiating complex deals.
- CMA (comparative market analysis) of different kinds of properties.
- Deal flow coordination and cooperation with real estate attorneys and other closing process participants.
- Leads generation and leads follow up using advanced CRM with artificial intelligence.

Keller Williams Realty

November 2017 — January 2021

Licensed Real Estate Salesperson

- Listing presentations and listing of residential and commercial properties for sale or rent.
- Real estate market data analysis for creating individual recommendations in decision-making for buyers and sellers.
- Member of Brooklyn MLS and Real Estate Board of New York, with frequent continuing education.
- Negotiating with buyer and seller agents.
- Prospecting, leads generation and leads followup.

World Financial Group

May 2017 — November 2017

Account Manager

- Setting sales goals and developing an action plan for growth in the market.
- New member recruitment and company promotion.
- Following up with leads quickly and efficiently.
- Informing clients of market products, advantages of different programs available in the insurance industry.

"Best Fit"

January 2014 — March 2017

Self-employed

- Serving customers with individual needs for aid devices.
- Production, marketing and sales of aid devices.

- Creating strategic plans to improve profitability, market research and analysis.
- Professional business presentations to the target audiences.

"ASTRN" Private Firm

November 2011 — December 2013

Manager

- Retail sales management for multiple locations.
- Hiring, training and supervision of personnel.
- Bookkeeping in the own company: QuickBooks, balance sheets, taxes and reporting during the first year.
- Supply management of company stores and vendor relationship management

Skills

- Leadership, management and strategic planing
- Financial statements and reporting analysis, bookkeeping experience
- Project management, risk and time management
- Client relations building and problem-solving
- Excel, PowerPoint, Word, Google Drive - intermediate to expert proficiency
- Foreign languages: German, Ukrainian

Education

MBA in Finance

October 2008 — October 2011

Argosy University Chicago

Graduated, GPA 3.94

Licences

- New York State Real Estate License
- Certified Negotiations Expert (CNE) issued October 2019 by Real Estate Negotiations Institute NY