

Josh Abraham

Sales Agent on Breitenbach Advisory Team at Compass

The Hamptons, New York, United States

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Determined sales professional who consistently exceeds targets procuring new business, managing sizable luxury portfolios and taking big sales across the finish line. A natural lover of helping people, I pride myself on exceptional leadership and my ability to bring the best out of a team. I encourage everyone around me, and use my positive energy and creativity to produce optimal results always.

Professional Experience

Licensed Real Estate Salesperson

Compass, Southampton, NY

June 2023 - Present

- Sales Agent & Portfolio Manager on the top Compass team in The Hamptons: Breitenbach Advisory Team (BAT)
- Manage \$250M listing portfolio consisting of both luxury sales and rentals
- Quarterback the sale and rental process from A-Z with marketing team, sellers and landlords to ensure each listing tells a compelling story
- Schedule open houses, photo shoots, showings and execute daily outreach to brokers & buyers to sell listings as fast as possible
- Point of contact between all parties involved in the sales process

Senior Agent

Vector New York, New York, NY

September 2022 - June 2023

- Promoted to senior agent within one year
- Achieved \$265,000 in rental GCI in first full year
- Facilitated entire rental cycle including outreach, staging, listing, showings, leases and move in and move outs
- Communicated every day with each party to ensure a smooth process
- Thrived in high volume - most deals achieved in one week: 9

Licensed Real Estate Salesperson

Vector New York, New York, NY

September 2021 - June 2023

- Managed contracts, negotiations and all aspects of sales cycle to finalize high volume rentals for the best price
- Developed and maintained relationships with landlords and renters through cold calling and face to face networking
- Rented multiple units a week to maximize business revenue
- Liaised between renters and landlords to provide a seamless experience for both parties

Education

Bachelor's degree in Economics August 2014 - May 2018

University of Miami at Coral Gables, FL

- Activities/Societies: Zeta Beta Tau

Course work in Economics January 2017 - December 2017

Charles University at Prague, Czech Republic

- Study Abroad - Spring 2017

Key Skills

- **Working with Investors**
- **New Business Development**
- **Portfolio Management**

