

## **Real Estate Trainee Appraiser**

***With a Passion for Translating 8+ years of work experience in Residential Real Estate & Customer Services Toward the Appraisal Industry***

---

### **Summary of Qualifications**

**ASPIRING REAL ESTATE TRAINEE APPRAISER** who Completed 574 experience working hours with a supervisor, 78 residential appraisal reports in Pinellas & Hillsborough counties, and 200 HRS of qualified education.

**Detail-focused professional** who seeks the opportunity with a well-established organization to complete the required experience hours, ready to help in the field and strive to establish long-term business relations.

**Highly analytical mindset** ready to start working with minimum training, fast learning, produce high-quality reports, and deliver a significant positive impact on client's experience.

### **Signature Software & Strengths**

Total & Total Sketch

Appraisal Scope

Appraiser Genie

Data Master

MS Excel, Word & PowerPoint

Outlook Express & Microsoft Teams

Matrix, Realist, RPR, and Tax Records

Time Management & Accounting

Business Ethics & Regulatory Compliance

Expert Communication (Written & Verbal)

### **PROFESSIONAL EXPERIENCE**

#### **CLASS VALUATION**

**Tampa, FL**

Residential Trainee Appraiser

2022 – 2023

- Setting up the initial report, utilizing the information gathered from the client request form, MLS, Realist, Tax records, Counties records, GIS Maps, and FEMA-published data.
- Inspect the subject with the supervisor appraiser, measuring the subject property following ANSI Z765-2021 whenever applicable, observing the subject detailed, selecting the comparable, taking required photos for both subject & comps, and selecting the best comps to the subject.
- Developing the subjects' opinion of value, subject floor plan sketch, and complete reports for Conventional, FHA, and complex assignments.

#### **ATEF HANNA LLC (SELF-EMPLOYED)**

**Tampa, FL**

Real Estate Sales Associate

2017 – 2022

- Prospect for clients, qualify leads for residential properties and help them find their dream homes.
- Develop a professional CMA & BPO and advise the clients about their opinion of market value.
- Build sales contracts and supervise the execution steps of the transaction.
- Working with various brokerage firms one at the time "Keller Williams New Tampa, Future Home Realty, Madison Allied, Piney Woods Realty & AARE Realty,"
- Effectively marketing residential properties and building relationships with a diverse clientele to drive sustainable sales growth. Identified customers' needs and presented viable housing solutions based on market trends.
- Demonstrated outstanding negotiation skills throughout the sales cycle, ensuring "win-win" results for all parties.

**UBER****Tampa, FL**

Partner

2014 – 2017

- Following relocation to the Tampa area, gained an understanding of the market, demographics, and key areas – all while sharpening the customer service tool kit – by completing vehicle transport through Uber’s partner program.
- Demonstrated ability to deal peacefully with unforeseen circumstances or delays and use advanced driving techniques to better improve time management and safety.
- Transported customers to and from their destinations safely, navigating multiple cities in the Tampa area that included Pinellas, Hillsborough, and Pasco counties.

**P.C. RICHARDS & SON****CARTERET, NJ**

Retail Sales Associate

2013 – 2014

- Drove business development and sales by assisting clients with selecting Home Appliances and selling extended service protection and installations on selected merchandise.
- Leveraged customer service, product knowledge, and sales strategies to promote P.C. Richard and Son’s products and in-house financing solutions.

**ASH AUTO SALES****BAYONNE, NJ**

Sales Assistant

2012 – 2013

- Supported business sales goals by leveraging a variety of customer-focused selling strategies to educate clients, cross-promote services, and successfully close the sales of vehicles.
- Guided the customers through the car buying experience, advising them on finance solutions that met their needs and managing financial packages, including financial planning credit.

**EDUCATION**

**Bachelor of Business Administration**, Tanta University, Tanta, Egypt, 1988  
**Sales Management certificate**, American Chamber of Commerce, Cairo, Egypt, 2009  
**Graduate Diploma in International Marketing**, Elsca Business School, Cairo, Egypt, 2011  
**Managerial Training on Foreign Trade**, Italian Institute for Foreign Trade, Cairo, Egypt, 2011

**LICENSES & CERTIFICATIONS**

**Graduate Realtor Institute Designation** (2021)  
**Florida Registered Trainee Appraiser License** IR25014 (2021)  
**Florida Real Estate Sales Association License** (2017)  
**Florida Mortgage Loan Originator License** (2019-2020)  
**NAR Short Sale & Foreclosure Resources Certification** (2017)  
**NAR Pricing Strategy Advisor Certification** (2017)