



MARCUS J. TWYMAN

Real Estate Sales Strategist | Business Development Executive | Valued Leader & Trainer

AREAS OF EXPERTISE

- Market Penetration
- Marketing Strategies
- Team Leadership
- Business Development
- Real Estate Sales
- Training/Mentoring
- Property Acquisition
- Construction Management
- C-level Relations

PROFESSIONAL EXPERIENCE

Broker Owner

2018 - Present

OPULENT REALTY TEAM

- Direct residential and commercial real estate sales and management across the states of Michigan and Georgia which directly result in business revenue growth.
- Successfully secure numerous key clients through ongoing networking, consulting, and customized presentations/negotiations from a needs-based perspective.
- Prioritizing on education to empower the public, teach home-buying seminars and host real estate expos in Detroit, MI, and other cities, in addition to partnering with the Michigan State Housing Development Authority (MSHDA) to offer premier housing provisions.
- Establish, develop and maintain business relationships with current and prospective customers in multiple territories/markets.

Sales Director/Associate Broker

2014 - 2018

TEAM LBR LLC

- Oversaw sales & marketing initiatives across all business units and maximized value and ROI of all lead generation, demand generation, and business development activities.
- Build sales team in the metro Detroit area and metro Atlanta office; train sales agents in the state of Michigan and state of Georgia.
- Oversaw all property acquisition and portfolio sales including: market analysis, feasibility and due diligence studies, investor relations, business plans and ROI analysis.

Associate Broker

2008 - 2014

ROYCE KENNEDY REALTY

- Managed office listings & sales data while meeting with agents regarding monthly sales goals.
- Supervised, trained and motivated new agents on proper contract documentation, personal business organization and extensive field training.
- Continually educated clients on the real estate market and continued to build relationships with past clients and future clients.

Real Estate Agent

2006 - 2008

COMMUNITY CHOICE REALTY

2006 - 2008

JACK CHRISTENSON REALTORS

2004 - 2008

- Managed client lead generation activities and strategies. Coordinated showings and appointments and following through to closing.
- Advised and informed prospective clients on current market activities/condition and the negotiation process of real estate transactions.
- Fostered business relationships and provided significant increase in customer service, resulting in solidification of client base and significant revenue expansion.

ACADEMIC AND PROFESSIONAL TRAINING

- **Oakland University, MI** 2009
B.A Business Finance
- **Middleton Real Estate Training**

EXECUTIVE SUMMARY

Entrepreneurial Executive & Licensed Real Estate Broker with over 15 years' experience in business development, real estate sales and team development. Leverage expertise in optimizing operational efficiency, increasing productivity, and exceeding target sales goals.

Combine lead-by-example management with intuitive sales strategies to maximize efforts and boost profits. Consistently stay ahead of the competition by keeping current on industry standards and market factors that successfully translate company value to clients.

CONTACT ME



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FOLLOW ME



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marcustwyman

LICENSES

- **Real Estate License**
State of Michigan and State of Georgia
- **Notary Public- State of Michigan**

MEMBERSHIPS

- Member, NAR/MAR/GMAR