



979-678-3861

kristian-tuo@email.com

Houston, TX

EDUCATION

Bachelor of Science in Business Administration

Houston Christian University

2017 - 2021

- Member of the Community Outreach Program "Home Harmony Initiative"
- Member of the Debate Club

SKILLS

- Market Knowledge
- Sales Techniques
- Negotiation Skills
- Presentation Skills
- Relationship Management
- Customer Service

LANGUAGES

- Finish (Fluent)
- German (Proficient)

KRISTIAN TUOMISTO

NEW HOME SALES CONSULTANT

PROFESSIONAL SUMMARY

Dynamic New Home Sales Consultant with a record of exceeding sales targets and providing exceptional customer service. Skilled in building strong client relationships, understanding individual needs, and delivering tailored solutions. Expertise in managing the sales process from initial contact to closing, collaborating with stakeholders, and staying updated on market trends.

EXPERIENCE

• January 2020 - Now

New Home Sales Consultant

Dream Homes Inc. / Houston, TX

- Successfully manage the sales process for residential properties, consistently exceeding quarterly sales targets by an average of 20%.
- Build strong client relationships through effective communication, timely follow-ups, and personalized attention to client needs.
- Conduct thorough needs assessments and provide expert guidance to clients throughout the home selection and purchase process.
- Collaborate with home builders, architects, and contractors to ensure seamless coordination and delivery of quality houses.

• June 2017 - December 2019

Sales Associate

Premier Realty Group / Houston, TX

- Assisted clients with buying, selling, and leasing residential properties, providing guidance on market trends, pricing strategies, and negotiation tactics.
- Conducted market research and analysis to identify potential properties for clients and facilitate successful transactions.
- Developed and implemented effective marketing strategies to promote listed properties and attract prospective buyers.
- Negotiated purchase agreements, contracts, and lease agreements on behalf of clients, ensuring favorable terms and conditions

ADDITIONAL INFORMATION

• 2013 - 2017 / Sergeant

US Military Service (Air Force)