

# Hannah R. Abrams

Tel: 802-353-2030

Hannah@HannahSoldMyHome.com



## EMPLOYMENT:

### **Lang, McLaughry, Spera Real Estate, Rutland, VT**

-Sales Agent: Working with Buyers and Sellers while specializing in serving the needs of First Time Home Sellers. Serving Killington, VT and surrounding areas. January 2011-present

### **Prudential Green Mountain Realty, Rutland, VT**

-Sales Agent: Working with Buyers and Sellers while specializing in serving the needs of First Time Home Sellers. 2009-2011.

### **Prudential Unlimited Realty, Inc. Brookline, MA**

-Sales Manager for Jamaica Plain Office: Solely responsible for securing new business, agent retention, recruiting new agents and driving financial growth for my 21-Agent office. Key endeavors during my term included a complete renovation of our physical plant with special attention to the client and the agent experience, implementation of various office and procedural systems to create accountability, accuracy and minimize liability. Participation in community visible programs both real estate and non real estate related. Personally prepared for and coached agents on a weekly basis to increase agent potential and growth as well as attended weekly managerial coaching from outside consultant. January 2008-May 2009

-Assistant Sales Manager for Brookline Office: Responsible for supporting all management efforts for securing new business, agent retention and recruiting new agents. Special projects included overseeing our physical plant and creating improved function of our rapidly growing office. February 2007-January 2008

-Associated Broker for Brookline Office: Joined rapidly growing real estate company in Brookline. Daily involvement representing Sellers, Buyers and Developers. Focus areas include Boston, Brookline and neighboring communities. Active involvement with Prudential's "First Time Home Buyer" seminar and the Brookline Real Estate Investment Club. Active contributor to Prudential's new seminars for "Home Sellers". June-2003-present.

### **Abrams Real Estate, Inc. Brookline, MA**

-Broker/Owner. Sole creator/operator of residential real estate sales & rental company. Personally responsible for all aspects of the company including market branding, accounts payable/receivable, and new business acquisition. Major clients include 1.) Dickson Meadow, Weston, MA. (The Community Builders) April, 2000-October 2001. A new construction development of 18 condominium homes combined of market rate, moderate rate & affordable. Regular interaction among the developer, architect, builder, construction advisor & buyers was fundamental. 2.) The Village at Lexington Park, Lexington, MA (a Halyard Builders Inc. Project). May 2001-present. A newly constructed New England neighborhood of 18 homes. 3.) Anderson Park Associates, II. (Beacon Hill) Boston, MA 1995-present. Exclusive Realtor for a 23-unit rental property. Other sales & rental clients include individuals in South End, Beacon Hill, Charles River Park, West End Place, Charlestown and Jamaica Plain. 2000-2003.

### **Ivy Associates, Inc. Real Estate, Boston, MA.**

-Salesperson for real estate company in Beacon Hill. Daily involvement with securing property listings, assisting buyers and executing sales, as well as overseeing the management and rental of investment properties. Original member of the real estate venture. Assisted in the development of office procedures, collateral material and publicity for the launching of the business. 1995-2000.

## DESIGNATIONS:

### **Council of Residential Specialists**

Certified Residential Specialist, CRS® 2006

### **Real Estate Buyer's Agent Council of**

Accredited Buyer's Representative®, September 2003.

### **SHORT SALES AND FORECLOSURE RESOURCE**

CERTIFIED IN SHORT SALES & FORECLOSURES 2009

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## EDUCATION:

### Vermont Association of Realtors®

State Of Vermont, Licensed Real Estate Salesperson 2009

### Lee Institute for Real Estate Training, Brookline, MA.

Commonwealth of Massachusetts, Licensed Real Estate Broker, 2000 & Licensed Real Estate Salesperson, 1995.

### Boston University, Boston, MA.

Bachelor of Science in communication; concentration in Public Relations. Liberal Arts concentration in literature. Deans List Senior Year. 1990.

## CIVIC:

Volunteer for Girls on the Run, VT January 2011-Present

Volunteer Mentor The Boys and Girls Club of Rutland County 2009-Present

Member, Green Mountain Club 2009-Present

Member The Shelburne Women's Club, 2009-Present

Volunteer Medical Day Care Unit of Franciscan Children's Hospital 2006-2007

Advisory Board, The Advent School, 2003-2006

President of the 12-14 James Street Condominium Association, 2002-2004

Volunteer Mentor Jewish Big Brother/Big Sister, 2002-2005

Board of Trustees, The Advent School, 1996-1999.

Membership Chair; Board of Directors, Boston Junior Chamber of Commerce, , 1994.

Beacon Hill Civic Association 1995-2000