

Ariana Y. Castro

Creative thinker with several years of sales experience, previous management roles and adaptability to business demands. Providing good organizational skills, critical problem solving abilities and time management skills.

Software systems

Excellent typing and transcript skills, proficient in Office Suite, especially Excel and Auto-Cad/InDesign.

Education and Certifications

Harrington College of Design - 2015

Masters in Fine Arts; Interior Design

Harrington College of Design - 2010

Bachelors in Fine Arts; Interior Design

Professional Certifications

State of Illinois - Department of Real Estate - Broker's license

LWPI - Certified Wedding and Event Planner

Professional Experience

Promotional Merchandise Analytics Assistant - ALDI USA

October 2018- Present

Review business processes in order to gain a complete understanding of current procedures, identify improvements, and document those processes.

Develop new insights and understanding of business performance based on data and statistical methods using a consistent set of metrics to both measure past performance and guide business planning.

Real Estate Broker - eXp Realty

January 2018 - Present

Solicit potential clients to buy, sell, and rent properties.

Advise clients on prices, mortgages, market conditions, and other related information.

Analyze properties by conducting research of current market inventory, sold inventory within the last 3-6 months, square footage breakdown, upgrade monetary evaluations, etc.

Negotiate contracts with several strategies used based on price point such as: Closing costs, contingency dates, inspections, etc.

Manage and document listing and sales through SkySlope.

Provide seller net sheets which include profit/loss of final sale, taxes owed, and commissions owed.

Maintain a social media presence with active marketing.

Educate clients in the home buying and selling process.

Event Planner - Castro Creations - Oswego, IL

November 2013 - Present

Conduct in person meetings with clients to understand event goals and needs.

Inspire clients with event themes, decor, and vendor selection.

Customize event plans to match client's vision and budget.

Maintain line of communication with client and vendors to address any changes or updates.

Coordinate day-of activities with client, venue, and vendors.

Provide staff schedules for event set-up and break-down.

Generate new business through social media platforms.

Record details of client meetings, contracts, invoices, and requests in CRM for future reference.

Real Estate Broker - Wheatland Realty - Naperville, IL

October 2016- January 2018

Buyer's agent on team producing 15.5 million in 2016 and 16.5 million in 2017

66 sales transactions in 2016 and 72 sales transactions in 2017.

Maintain a social media presence with active marketing.

Educate clients in the home buying and selling process.

Real Estate Broker - United Real Estate Chicago - Oakbrook Terrace, IL

April 2016- October 2016

Analyzed properties for prospective clients.

Educated clients on relevant market conditions.

Assisted in explanation of various financing options available.

Inside Sales/Buyer - Illinois Auto Electric - Aurora, IL

October 2015 - November 2016

Established and maintained relationships with clients.

Analyzed product inventory and replenished within company standards and future sale projections.

Maintained detailed reports monthly, quarterly and annual profit/loss margins.

Filtered through qualified opportunities for further development and closure.

Underwriter - Lending Solutions, INC. - Naperville, IL

January 2012 - October 2014

Analyzed applicants credit worthiness for loan requests while providing sound revenue opportunities for financial institutions.

Provide excellent customer service, loan application processing and cross-selling.

Assistant Manager - Kenneth Cole - Aurora, IL

July 2009 - April 2011

Ensure all company visual directives were impelled, with correlation to current fashion trends.

Assisting store manager in sales generation, staff development and achieving company policy, procedures and goals.

Developed a customer focused staff.

Create staff work schedules and manage employee payroll information.

Receive and sort incoming product shipments.

Assistant Manager - French Connection - Schaumburg, IL

June 2008 - August 2009

Assist the store manager in all aspects of day-to-day store operations and employee supervision.

Achieve company goals and standards.

Developed a customer focused staff and take full responsibility for store sales generation.

Create staff work schedules and manage employee payroll information.

Receive and sort incoming product shipments.

