

SOHEILA "STAR PAGE" MCKAY

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PROFESSIONAL PROFILE

- Alabama-licensed real estate agent with 2+ years of experience in residential properties
- Proven ability to increase agency revenue, closings, contracts, and client acquisition through marketing, sales, and customer relations
- Adept at generating and curating business through networking and prospecting

AWARDS AND ACKNOWLEDGEMENTS

- Next Level Agent 2022
- Six Figure Club Award 2022
- Sales Achievement Award 2021, 2022

EXPERIENCE

LOCAL REALTY/KELLER WILLIAMS-HOOVER

September 2020 - Present

Realtor

- Analyze the housing trends to help clients make informed decisions about buying, selling, and renting real estate properties
- Assist investor clients in analyzing information regarding government zoning, expected property value growth, taxes, traffic volume, and property growth to estimate potential profit
- Prepare documents such as representation contracts, purchase agreements, and closing statements
- Maintain a positive flow of communication with other agents, buyers and sellers, mortgage officers, and attorneys in the home-buying process

JEFFERSON COUNTY BOARD OF EDUCATION

August 2013- June 2021

Career and Technical Education Instructor/ CTSO Advisor

- Prepared lesson plans with the implementation of literacy design collaborative (LDC) and project-based learning practices for daily instruction
- Provided instruction on how to apply knowledge and develop skills needed in the workforce
- Established relationships with local businesses and nonprofit organizations to provide practical work experience for students
- Collaborated with general education teachers, counselors, and parents to support the goal of self-sufficiency upon graduation

AL DEPARTMENT OF HUMAN RESOURCES

December 2006-January 2013

Financial Support Worker/ Group Job Search Trainer/Community Employment Liaison

- Facilitated money management and job readiness classes for participants
- Provided holistic and comprehensive case management services to all clients including; intake assessment, benefit assessment, goal setting, long-term care plan development, weekly case plan development, and continuous progress monitoring.

EDUCATION

UNIVERSITY OF MONTEVALLO

Master of Education/Secondary Education

May 2014

Bachelor of Science in Family and Consumer Sciences

August 2001

CERTIFICATIONS/AFFILIATIONS

National Association of Realtors (NAR)

National Association of Real Estate Brokers (NAREB)

Realtist Women's Council Education Chairman

Accredited Buyer's Representative (ABR)

Commitment to Excellence (C2EX) Endorsement

At Home with Diversity Certification