



# ALEX SOUZA

Commercial Real Estate Broker



## Personal Info

### Address

958 DEAN WAY  
FORT MYERS, FLORIDA, 33919

### Phone

239-222-1661

### E-mail

alex@alexsouzacre.com



## Languages

English & Spanish - Fluent (read, speak and write)



## Professional Summary

Specializing in customer focused strategic planning in acquisition and disposition of multifamily, retail, office, industrial, and mixed-use properties throughout South and Southwest Florida.



## Work History

2019-03 -  
Current

### Managing Director, KW Commercial

Keller Williams Commercial, Miami, FL

- Represent investors, landlords, tenants, buyers, sellers in sale and leasing of commercial real estate.
- Utilize local market expertise coupled with local and national data to provide comprehensive information and guidance to assist clients in making optimal investment decisions.
- Identify successful investment opportunities of available commercial properties suited to different needs and budgets.
- Interact with clients, property owners, brokers, bankers, landlords on a daily basis, and doing what it takes to acquire and close on multimillion dollar assets.
- I am self-motivated, disciplined and organized.

2018-02 -  
2019-03

### Broker Associate

Premiere Plus Realty, Naples, FL

- Provided guidance to homeowners and homebuyers looking to buy or sell residential properties.
- Negotiated real estate contracts, navigated transactions between buyers and sellers, advised clients on mortgage and housing conditions to identify successful properties and promote customer satisfaction.
- Continually stayed up-to-date on mortgage rates and related real estate news.
- Generated listings and buyers through cold calls and referrals.

2015-08 -  
2018-02

## ● **Broker - Owner**

Signature Brokers, LLC, Naples, Florida

- Established boutique real estate agency focused on recruiting, training, mentoring newly licensed agents; promoting positive engagement to achieve win-win culture, while continuing to actively seek-out new customers through targeted marketing and promotional campaigns.
- Assessed agent's performance monthly, developed improvement plans if needed.
- Forecast, managed, evaluated expenses to achieve brokerages' budget, financial goals, profitability. Searched for new ways to expand the business, serve customers better than the competition.

2013-03 -  
2015-06

## ● **Broker Associate**

ONE Sotheby's Int. Realty, Miami Beach, Florida

- Provided strategic assistance to homeowners and homebuyers looking to buy or sell luxury residential properties, Miami Beach, South Florida.
- Focused primarily on luxury, unique historical properties representing buyers and sellers locally and internationally.
- Collaborated with cooperating brokers, attorneys, loan officers and title companies to complete property sales and purchases.
- Identified growth opportunities working with Sotheby's counterparts in Latin America and Europe, providing both private and institutional clients a professionally tailored range of services.

2004-04 -  
2011-12

## ● **CEO - Broker**

Sona Investments Group, Inc, Los Angeles, California

- Managed investors real estate portfolios consisting of a blend of residential, commercial assets.
- Developed, implemented strategies, policies in collaboration with executive partners to establish, achieve long-term business objectives.
- Provided non-portfolio clients market specific investment opportunities; analyzed historical information to identify trends, recommended appropriate adjustments to achieve highest ROI.
- Interviewed, hired, supervised, motivated staff of 30 members to achieve optimal productivity.



## Education

### ● **Bachelor of Specialized Studies (B.S.S.): Finance**

Santa Monica College - Santa Monica, CA

#### **Additional Field Related Education:**

Harris Real Estate University & Continuing Education

Exeter Learning Institute 1031 Exchange Workshop

Dan Holbrook Short Sales

J. Banks Real Estate Probate

Achievers Real Estate School & Continuing Education

Achievers Licensing Real Estate School

Cooke Real Estate School Of Florida



## Affiliations

● Florida DRE, Broker Lic#BK3250132

California DRE, Lic#01459276

Member in Good Standing, NAR

Member in Good Standing, FAR

Member in Good Standing, MIAMIRE

Member in Good Standing, NABOR

Member in Good Standing, RAGFM&B

Member in Good Standing, CAR

Member in Good Standing, PFAOR

Member in Good Standing, CRS