

OLIVIA NIESULOWSKI

Current Realtor, former Teacher and performer from Seattle. I am looking to crush goals, help grow the company I am a part of and be a big support for my future team. I have a vast array of qualifications including active Real Estate experience, I'm fluent in two languages, extensive experience in CRM systems and negotiations, have qualified public school teaching experience, I'm a professional musician, and have over 15 years of business development, B2B/B2C sales experience with a proven ability to exceed sales goals. What I lack in experience, I am guaranteed to make up for in coachability, grit, and dedication.



PROFESSIONAL LICENSES

FLORIDA REAL ESTATE
SALES ASSOCIATE
SL3521496

WASHINGTON REAL ESTATE
BROKERS LICENSE

WASHINGTON STATE RESIDENCY
TEACHER CERTIFICATE

PARALEGAL CERTIFICATION
ABA ACCREDITED

EDUCATION

BACHELOR OF EDUCATION

Western Washington University
2015 - 2018

ASSOCIATES OF APPLIED SCIENCE
(AAS), PARALEGAL
ABA ACCREDITED

Highline College
2012 - 2015

ASSOCIATES OF ARTS & SCIENCES
(AAS) BUSINESS ADMINISTRATION

Bellevue College
2010 - 2012

CONTACT

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References upon request

WORK EXPERIENCE

LEAD REALTOR

Redfin Real Estate | March 2021 - Current

- Secured and recruited new business, converted internet generated leads into reoccurring loyal business
- Educated and informed on market trends, held market data presentations and sales strategy sessions for large & small groups with prospective clients and business partners.
- Successfully negotiated my clients wants and needs, managed a pipeline of clients via CRM systems
- consistently was a top performing agent in categories of lead conversion, client re-engagement, offers written, and deal volume

REALTOR & ASSISTANT

WPI Real Estate | October 2020 - March 2021

- Established and maintained a positive flow of communication with other agents, buyers and sellers, mortgage officers, title personnel and attorneys involved in the home buying and selling process.
- Interviewed clients and held successful buyer and seller consultations to determine what kinds of properties they were seeking. Generated lists that specifically catered to client requirements and desires for available properties.
- Developed and managed marketing materials and programs via graphic design applications and social media platforms.
- Secured new buyers and successfully assisted lead agent in guiding homebuyers and sellers through the sale and homebuying process; coordinated appointments to show homes to prospective buyers.

LEAD VOCALIST

Carnival Cruise Line Entertainment | Sept 2019 - Feb 2020

- Lead singer for a 9-piece band aboard the Carnival Sunrise cruise ship. Entertained large audiences on a nightly basis.
- Ensured guest satisfaction by engaging with cruise passengers and upholding the Carnival Cruise Line mission statement by consistently delivering safe, fun and memorable vacations.

PUBLIC SCHOOL TEACHER

Auburn School District | Aug 2017 - Sept 2019

- Designed, developed, and implemented data-driven lesson plans based on state-wide music standards. Implemented student growth goals and monitored their progress and success.
- Provided students with vocal instruction and taught them about various percussion, brass, woodwind and string instruments.
- Developed hands-on activities to teach children pitch, rhythm, and music notation.

SALES ASSOCIATE

Picture Perfect Promotions & Unveiled Marketing Group | Nov 2013 - Mar 2019

- Marketed and showcased various brands affiliated with Unveiled Marketing Group.
- Engaged with customers at large scale events all over the state of Washington on behalf of our clients and their products.
- Showcased various products and embraced their unique brands.

MEMBERSHIP SALES & ACCOUNT EXECUTIVE OF CORPORATE WELLNESS & BENEFIT PROGRAMS

LA Fitness | Feb 2012 - Sept 2012

- Developed and managed client relationships and earned a reputation of exceeding sales goals.
- Generated leads for new membership sales and developed corporate wellness benefit programs for surrounding businesses.
- Conducted successful Business to Business (B2B, B2C) on behalf of LA Fitness

VOLUNTEER ORGANIZATIONS

THE MISSION CONTINUES

Volunteer

The Mission Continues is a 501 nonprofit organization that empowers veterans facing the challenge of adjusting to life at home after deployment.

Character Reference: Wes King | # 253-677-2451

THE SCOTT FIREFIGHTER STAIRCLIMB

Annual Volunteer

The Scott Firefighter Stairclimb supports the mission of the Leukimia & Lymphoma Society and raises money through sponsorships, individual, and department fundraising. This unique race to the top of the Columbia Center in full combat gear and self-contained breathing apparatus is the largest individual firefighting competition in the world and so far has raised \$2.3 million to fund research and patient care for those suffering from blood cancers.

ACTIVITIES

SONIC FUNK ORCHESTRA BAND

Professional Lead Vocal Performer

Arranged and performed vocal sections for over 70 songs in an upbeat 10-person funk band. Events included Seahawks pre-game Touch Down City shows, Bite of Seattle, Taste of Tacoma, weddings, private corporate events, casinos, and club performances.

Sonic Funk Orchestra is the 9-time champion of the best party band category in Seattle King 5 TV's Best of Western Washington competition, as chosen by over half a million voters.

Character Reference: Kenny Moore | Band Manager | # 360-790-7637

GROOVE NATION BAND

Professional Lead Vocal Performer

Perform in a 7 piece professional cover band at events and venues all over the state of Washington.

Character Reference: Ben Pizarro | Band Manager | # 206-291-7953

HOBBIES AND INTERESTS

I love adventures, the great outdoors and exploring new places. During the summers you can find me hiking, paddle boarding, kayaking, wakeboarding, or joining in on a pick up volleyball game.

During the winter time, I will snowboard every opportunity I get.

On the weekends, if I'm not performing with my band, you can find me spending time with family and friends and exploring as much as possible- whether it be going to a local music show or being a tourist in my own city.