

# Research on real estate coldwell banker essay examples

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Coldwell Banker is one of the largest and leading real estate companies in the United States and overseas. As a real estate it gives people opportunities to buy and sell houses. It can help you buy a home as well as to sell your house. In addition it enables you to find a real estate agent and offices within your reach. Coldwell Banker has got real estate listings in many cities including New York and New Jersey. In Mexico, Coldwell Banker real estate's offices are located at Mexico-Bienne's, Casa Departments in Condo House. Indeed, as one of the leading world real estate company, Coldwell Banker is well established in Jamaica with over 50 offices distributed within the Jamaican cities. Since Coldwell Bank has got offices in the biggest cities in United States and Canada, it is very easy for any person who wants to buy or sell an estate to do so. Most importantly is the fact that Coldwell Banker is in United States and Canada Real Estate Listing so it is very easy to locate their agents and offices.

Home buying processes with Coldwell Bank is very simple and easy. What one need to do is to contact Coldwell Banker residential Brokerage agent within his/her local area. The agent can also be contacted through the agent and office search icon in the Coldwell Banker home page. The agent will help you identify a home and through him you are also able to make your offer. Selling your home is equally easy and simple since what you need to do is just to contact Coldwell Banker residential sales associate who will help you with all the practical ideas on what you need to do during your house sale.

## **Interview Questions and Answers**

1. Please briefly tell us about yourself. I am a finance, sales and marketing expert who has five years real estate sales experience, stock market

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investments, finance, customer service and promotions.

2. Which skills do you believe makes you best fit for our organization? I have strong interpersonal communications and organizational skills. I am also an excellent team player, fast learner, creative and enthusiastic worker.

3. Do you education qualifications match this job? Having studied business administration for four years I believe I am well equipped with the necessary skills and qualifications for a sales associate position. Furthermore, I have currently enrolled as a candidate for Bachelors of Science, Business Administration with concentration in Finance.

4. Have you worked before? Yes, I have worked as a Realtor at Hamad Realty in Saudi Arabia and as Hamad Stock Brokerage and Stock Investment person.

5. What did you do as a realtor? Basically my work entailed renting, buying and selling of properties for clients.

6. During your time as a realtor what were some of your achievements? As a realtor I provided excellent services to all my clients and their families. These services included guiding my clients through the selling, buying and renting processes. However, my biggest achievement was in my ability to excel in team play with the clients, brokers and fellow realtors. I also endeavored to initiate financial institutions in funding loan needs to buy or sell properties, this was a big plus in my work.

7. You told us before that as a realtor you were involved in selling of properties, have you participated in selling of homes? To be sincere, my work as a realtor in Hamad Realty, particularly in the year 2008 was very motivating as I had the real time to participate in what I like most. During

which I was given the chance to perform duties like interview prospective clients, study property listing, discuss conditions of house sales and design real estate contracts.

8. Do you have experience in Stock investment? Yes I do, between 2005 and 2007 as a realtor I was engaged in the stock investing department.

9. What were your duties between the years you have just mentioned? I developed investment plans which I tailored according to the needs of clients. Sometimes my work entailed maintaining records of transactions as well as performing similar tasks.

10. I see your experience is quite extensive, please tell us how you can sustain your work as a sales brokerage associate? As a stock investor, I had a role to monitor transactions related to clients' investments and this gave me the skills I need as a sales associate. I gained skills like review financial reports which are necessary for the same.

11. How did you know Coldwell Banker? During my time at Hamad Reality I enjoyed comparing my performance with those of the Coldwell Banker and as such have been a fan of Coldwell Banker. Furthermore, the current home I bought through Coldwell Banker agent.

12. Why do you want to join the Coldwell team? As have explained earlier, I developed the passion to work for Coldwell Banker at early age, and I have always identified myself with them.

13. What can you do different in this job? I'll bring nothing new per se, but I'll really endeavor to accomplish the goals and targets of my predecessor.

14. Do you have any weaknesses that can lead to your downfall in this role? Like any other person I have my weaknesses, but none of my weaknesses

can affect my individual performance since I always improve on any weaknesses if they arise.

15. Any question for the team? Please let me know when I'll be contacted on the interview feedback, otherwise I thank you all for your time through this process.