

# Jake Morrison

## Junior Estate Agent

Business studies graduate from the University of Brighton with sales experience and a strong interest in residential property. Worked part-time at a local estate agency for **18 months**, conducting **50+ property viewings** and helping generate **£120,000 in commission revenue** for the branch. Energetic, target-driven, and ARLA Propertymark qualified.

### SKILLS

Property Viewings • Sales Negotiation • Reapit CRM • Valuation Generation • Customer Relationship Management • Rightmove/Zoopla Listings • Telephone Sales • Market Appraisals

### LANGUAGES

English - Native

### EXPERIENCE

Sales Negotiator (Part-time), Fox & Sons (Countrywide), Brighton

Jun 2023 – Dec 2024

Part-time role alongside university, progressing from viewing assistant to sales negotiator within 6 months.

- Conducted **50+ property viewings** across Brighton and Hove for properties valued from £200,000 to £750,000
- Generated **15 valuations per month** through door knocking, leaflet drops, and follow-up calls
- Contributed to **£120,000 in branch commission revenue** over 18 months
- Managed a pipeline of **20 active buyers** and matched properties to their requirements using Reapit CRM

Bar Staff, The Mesmerist (Brighton), Brighton

Jan 2022 – May 2023

Part-time bar and front-of-house role at a busy Lanes venue.

- Served an average of **100 customers per shift** during Friday and Saturday evenings
- Managed the cash float of **£500** and completed end-of-night reconciliation with zero discrepancies

### EDUCATION

BA (Hons) Business Studies in Business Studies, University of Brighton, Brighton

Sep 2022 – Jul 2025

2:2 (55%). Modules included Marketing, Sales Management, and Property and Real Estate. Achieved 68% in Property and Real Estate module.

### CERTIFICATIONS

ARLA Propertymark Level 3 Award in Residential Letting and Property Management, Propertymark Qualifications

Sep 2024

### EXTRA CURRICULAR ACTIVITY

Brighton University Entrepreneurship Society

Sep 2023 – Jun 2025

Co-founded a student house-hunting advice service that helped **60 students** find private rentals in Brighton, saving an estimated **£8,000 in agency fees** collectively.