

## LUANNE PALMER

Vice President | Office/Industrial Division  
CA License 01444893



## CAREER SUMMARY

Luanne is an office specialist focused on the leasing and sale of major office properties in Southwest Riverside County. Historically, she has had the majority of her success representing owner/users in acquiring the perfect location for their operations. Luanne has leveraged her career as a successful negotiator in the software business to get off to a fast start-achieving Rookie of the Year Status in 2005. She has proven her leadership skills in providing her clients superior market knowledge and outstanding customer service.

## QUALIFICATIONS

- Excellent presentation, sales, and communication skills
- First-rate organizational skills using REA Software to manage listings, contacts, and new prospects
- In-depth knowledge of market statistics through extensive training on CoStar, Loopnet, and Building Search

## EXPERIENCE

- 2013-Present      WestMar Commercial Brokerage, Inc., Temecula, CA  
*Vice President | Industrial/Office Division*
  - Efficient in selling investment commercial properties to owners and investors
  - Knowledgeable and well-versed in foreclosure sales
  - Developed and utilized cold calling, sales networking, and advertising to gather buyers, sellers, and financiers
- 2007-2013      Grubb & Ellis|WestMar, Temecula, CA  
*Office Specialist*

## **LUANNE PALMER (cont.)**

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- 2005-2007 Colliers International, Temecula, CA  
*Sales Associate*
  - Rookie of the Year 2005
  - Leased and sold over 10 million in real estate property
  - Consistently performed in the sales arena
  - Extensive cold call efforts lead to business networking and closing deals

## **OTHER POSITIONS HELD**

- Lawson Software, Denver, CO - *Software Sales*
  - Back offices software sales, HR, accounting, distribution, e-commerce internet software
- Unisys, Denver, CO - *Sales*
  - Sold high-end Unisys servers and computers to the telecommunications market

## **EDUCATION**

- Arizona State University, 1975-1978
- Regis University, 1997  
Certificate for 60 Hours Fundamentals of Computer Networking