

# KATHY CHRISTIANSEN

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Cedar City, UT 84720

## SUMMARY

Dedicated business professional with 20+ years in client relations and contract negotiations. Strong in regulatory compliance, ensuring successful transactions while fostering long-term client relationships. Committed to successfully managing complex transactions.

## SKILLS

- Representation: interface across age groups, define, negotiate, strengthen relationships, initiate commitment
- Communication: effectively explore concepts and desires, alignment with optimal growth and cohesion
- Public relations: conscientious, with the ability to develop productive, honest relationships
- Management defined background in operational oversight, ability to integrate change, and stimulate productive results

## EXPERIENCE

### **ASSOCIATE BROKER** | 09/2005 to Current **State of Utah**

- Listing and sales of residential, land, and commercial properties.
- Developed marketing materials, responded to inquiries, and conducted property showings.
- Performed due diligence-related tasks, such as reviewing titles, surveys, appraisals, and environmental reports, prior to closing.
- Maintained strict compliance with industry regulations and ethical standards to protect clients, and ensure transparency.
- Established long-term client relationships through honest, effective communication.

### **ASSOCIATE BROKER** | 01/2009 to 11/2024 **State of Arizona**

- Facilitated negotiations between buyers and sellers in land and commercial sales.
- Managed commercial rental properties with professionalism, tenant interactions, lease agreements, and requirements.
- Collaborated with vendors for timely, cost-effective maintenance.
- Fostered strong professional relationships with financial institutions and industry professionals.
- Managed high-stress situations effectively, made critical decisions, and safeguarded client interests.

**\*\* The following 2 roles provided a "hands on" experience and shaped career path:**

**Covey Properties, Manager**, SLC, Utah - budget, regulatory compliance, annual improvement, employees, 300 units.

**Zions Bancorp., Asset Manager, OREO** SLC, UT - Title perfection, environmental and water rights.

## EDUCATION AND TRAINING

### **Dixie State College - St. George, UT** **Associate of Science**

Criminal Justice, **05/2002**

**Utah Department of Real Estate** - Broker License # 5488318-AB00

**Arizona Department of Real Estate** - Broker License # BR 638356000