SAM ELLIOTT

Scottsdale, Arizona

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See more at www.SamElliott.com

PROFILE

Relationship-driven sales professional with a strong background in consultative selling, customer engagement, and long-term account management. Proven ability to communicate complex information clearly, build trust quickly, and guide clients through high-value, high-stakes decisions. Known for disciplined follow-up, adaptability, and credibility in competitive environments. Now seeking a new challenge that leverages these strengths in a relationship-focused, performance-driven sales environment.Currently building Airworthy, an AI-powered aviation training platform, using modern development tools including Cursor AI, Supabase, and React—demonstrating ability to leverage emerging AI technologies to create practical business solutions.

WORK EXPERIENCE

REAL ESTATE | 2018 - PRESENT

Russ Lyon Sotheby's International Realty | *Scottsdale, AZ | 2021 - Present*
Cushman Wakefield | *Omaha, NE | 2019 - 2021*
Berkshire Hathaway Homeservies | *Omaha, NE | 2018 - 2019*

- Developed consultative selling skills through active listening, needs discovery, and clear, persuasive communication
- Built and maintained long-term client relationships through trust, consistency, and disciplined follow-up
- Learned to explain complex information in a simple, credible way to support confident decision-making
- Managed long sales cycles and multiple clients while staying organized and responsive
- Strengthened negotiation and objection-handling skills while preserving positive, long-term relationships
- Refined pipeline management and time prioritization in a competitive, commission-based environment
- Managed personal sales pipeline using CRM tools to track leads, follow-ups, and deal progression against defined KPIs
- Closed over $10M in residential transaction volume through disciplined prospecting, relationship management, and consistent follow-up

TECHNICAL PROJECTS

Airworthy | Aviation Training Platform | 2025 - Present
- Built AI-powered aviation training application using Cursor, Supabase, and modern web stack
- Implemented spaced repetition algorithms, adaptive difficulty systems, and AI oral exam simulation
- Designed and developed full-stack features including user authentication, database architecture, and responsive UI

EDUCATION

University of Nebraska - Lincoln

B.S. in Business Management
2014-2018

CERTIFICATIONS

- Licensed Real Estate Agent
  - AZ & NE
- FAA Certified Commercial Pilot

SKILLS

- Consultative Sales & Needs Discovery
- Relationship Building & Long-Term Account Management
- Customer Communication & Education
- Objection Handling & Negotiation
- Pipeline Management & Follow-Up Discipline
- Client Coordination & Cross-Functional Communication
- Time Management in Performance-Driven Environments
- Adaptability & Resilience in Competitive Markets