

Jadon Potts

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EDUCATION

Texas A&M University, Mays Business School College Station, TX
Master of Real Estate May 2025

Texas A&M University, Mays Business School College Station, TX
Bachelor of Business in Finance May 2024

EXPERIENCE

Chanan Corporation San Marcos, TX
Licensed Sales Agent May 2023 – Present

- Negotiated favorable terms and contracts on behalf of clients ensuring maximum value and satisfaction
- Built and maintained strong, trust-based relationships with a diverse clientele, resulting in repeat business
- Used CRM tools to organize and manage hundreds of leads and marketed tracts of land using platforms such as Facebook, Craigslist, and MLS
- Performed market analysis to model customer persona that best fits our product

Aggieland Apartment Finders College Station, TX
Licensed Sales Agent January 2021 – May 2023

- Fostered soft skills required to facilitate transactions between buyers and sellers within residential real estate market resulting in greater sales turnover
- Gained valuable experience required surrounding the nature of sales communication and deal negotiation
- Developed organizational techniques and processes to gain product knowledge

TBarM Camps New Braunfels, TX
Camp Counselor May 2021 – August 2022

- Led and encouraged 12-14 youth weekly to pursue excellence and grow in their faith
- Pushed and encouraged over 100 staff members through mutual accountability and sought ways to serve team toward common goals
- Performed 90-hour work weeks to support and lead groups of young men

Chanan Corporation San Marcos, TX
Part-time Employee, Data Analyst September 2019 – December 2019

- Organized and categorized rural property price ranges and county's preferences in real estate industry using Excel and San Marcos MLS real estate system to allow employer easy access to differentiated rural price information
- Worked through loan amortization tables to give consumers accurate terms on owner-financing deals

LEADERSHIP & INVOLVEMENT

Beta Upsilon Chi College Station, TX
Cell Group Leader January 2022 – Present

- Organized weekly meetings to further group cohesion and push 8-12 men toward higher goals
- Developed systems for meetings to be efficient with time and fostered fellowship between members

SKILLS, ACTIVITIES & INTERESTS

Key Skills: Excel Basics, CRM Basics, Servant Leadership, Market Analysis, Negotiation, Client Relations, Digital Marketing, Contract Management, Property Valuation, Communication, Technology Proficiency

Certifications & Training: Real Estate License, Miss Excel Class

Activities: BYX Christian Fraternity, 3-Month mission trip to South Africa, Mission Trips with FBC San Marcos,

Interests: Golf, Real Estate, Hunting, Skiing, Personal Health & Fitness