

Axcel S. Valladares

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EDUCATION

University of Washington, Michael G. Foster School of Business & College of Built Environments	Seattle, WA
<i>Bachelor of Science with a Major in Real Estate</i>	Cumulative GPA: 3.7/4.0 Expected: June 2024
<i>Double Minor in Business Administration & Construction Management</i>	Expected: June 2024

WORK EXPERIENCE

Yakima Central Washington Real Estate, LLC	<i>Realtor</i>	July 2022 - Present	Yakima, WA
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- Closed a record-breaking number of sales and consistently exceeded sales goals, demonstrating strong sales skills and a track record of success.
- Built strong relationships with clients by effectively communicating and collaborating with them, showcasing excellent customer service and communication skills.
- Negotiated favorable terms for clients and consistently closed deals that met or exceeded their expectations, showcasing strong negotiation skills.
- Conducted thorough financial analysis of properties and provided expert advice to clients on the best investments, demonstrating strong financial analysis skills.
- Developed and implemented successful marketing campaigns to promote properties and attract potential buyers, showcasing strong marketing skills.

LaSalle High School	<i>Assistant Defensive Coordinator/ RB & LB Coach</i>	June – August 2021, 2022	Yakima, WA
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- Led and motivated a team of 50 players to achieve high playoff ranks in two consecutive seasons, demonstrating strong leadership skills.
- Communicated effectively with players, staff, and parents to ensure a positive team culture and successful season, showcasing excellent communication skills.
- Organized and managed practices, games, and team events, demonstrating strong organizational skills and the ability to juggle multiple tasks and responsibilities.

Stevens & Granados PLLC	<i>Paralegal/Translator</i>	January - August 2018-2020	Yakima, WA
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- Conducted thorough research and analysis of legal documents and case law, demonstrating strong attention to detail and research skills.
- Built strong relationships with clients and attorneys by effectively communicating and collaborating in multiple languages, showcasing excellent interpersonal skills.
- Organized and managed large amounts of legal paperwork and documents with a high level of accuracy, demonstrating strong attention to detail and organizational skills

LEADERSHIP ACTIVITIES

Educational Home Buying Classes, Speaker & Coordinator	June 2022 – Present (Monthly)
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- Led the monthly first-time homebuyer's class of 30 attendees, providing expert guidance on the homebuying process and answering questions from participants.
- Designed and delivered engaging and informative presentations, demonstrating strong leadership and public speaking skills.

UW Boxing Team, Captain	Spring 2021 - Present
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- Led a team of 35 boxers to a winning record in two consecutive seasons, demonstrating strong leadership and coaching skills.
- Developed and implemented effective training and bout plans, showcasing the ability to plan and execute strategies.
- Built a positive team culture by communicating effectively with team members and promoting teamwork, showcasing excellent communication and interpersonal skills.

ADDITIONAL INFORMATION

Skills: Native bilingual, Spanish & English. Excellent communication. Efficient time management. Diligent attention to detail & organization. Genuine customer service skills. Highly adaptive. Tech proficient. Accountable in teamwork settings.

Interests: Snowboarding, swimming, working out, helping people, sports, cars and reading.