

**Juhmad M. Hollis** #  
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## OBJECTIVE

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Enthusiastic self-motivated sales strategist seeks an opportunity for leadership in community-based initiatives, and to leverage my excellent ability to establish and cultivate rapport with various stakeholders.

## EDUCATION

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### **The University of Alabama, Culverhouse School of Business**

Studied *Economics and Finance*

## PROFESSIONAL EXPERIENCE

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### **Sil-loH Realty New Orleans, *President***

January 2018 – Present

- Form and implement the strategic plan that guides the direction of the organization
- Create, communicate, and implement the organization's vision, mission, and overall direction
- Lead, guide, direct, and evaluate the performance of sales agents and staff
- Specialize in sales of residential and commercial properties in New Orleans and the surrounding areas
- Actively prospect various communities to seek interested sellers and buyers
- Act as a liaison between buyers and sellers during negotiation of sales contracts
- Prepare documents such as representation contracts, purchase agreements, and leases
- Compare properties with similar properties that have recently sold in order to determine competitive market prices
- Consistently interact with clients, real estate agents, brokers, and banker/mortgage personnel

### **Brik Realty, *Broker***

October 2015 – Present

- Develop and implement monthly training for the organization
- Lead, guide, direct, and evaluate the performance of sales agents and staff
- Lead new agent orientation on a monthly basis.
- Answer all contract and client relation questions

### **Sil-loH Properties, LLC. *President/Associate Broker***

February 2002 – October 2015

- Form and implement the strategic plan that guides the direction of the organization
- Create, communicate, and implement the organization's vision, mission, and overall direction
- Lead, guide, direct, and evaluate the performance of sales agents and staff
- Specialize in sales of residential and commercial properties in the Birmingham metropolitan area
- Actively prospect various communities to seek interested sellers and buyers
- Act as a liaison between buyers and sellers during negotiation of sales contracts
- Prepare documents such as representation contracts, purchase agreements, and leases
- Compare properties with similar properties that have recently sold in order to determine competitive market prices
- Consistently interact with clients, real estate agents, brokers, and banker/mortgage personnel

### **Birmingham – Shuttlesworth International Airport, *Relocation Specialist***

May 2006 – July 2011

- Provide relocation assistance services for the Birmingham Airport Authority in connection with an established program to acquire property rights needed for airport noise mitigation.
- Actively locate available living accommodations and suitable business facilities that meet the prospective tenant/owner's needs as well as match displaced persons with appropriate resources
- Investigate individuals' family composition, economic situation, and housing needs to assist in preparing to relocate
- Investigate businesses' economic status, zoning, and business needs to assist in preparing to relocate

### **Birmingham – Shuttlesworth International Airport, *Acquisition Specialist***

July 2004 – July 2005

- Furnished property acquisition services to acquire lands and property rights on behalf of the Birmingham Airport Authority needed for airport noise mitigation related measures

- Acted on behalf of the Birmingham International Airport in compliance with all city, state, and federal government procedures
- Assisted in the completion of forms and appropriate documentation
- Maintained and updated detailed records of each property acquired
- Demonstrated continuous effort to improve operations, decrease turnaround times, streamline work processes, and work cooperatively to provide quality seamless operations

#### PROFESSIONAL DESIGNATIONS

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Accredited Buyer Representative®  
E-Pro®

#### COMPUTER SKILLS

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Microsoft Office  
OS X

#### INDUSTRY INVOLVEMENT

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Greater Alabama Multiple Listing Service 2018 President  
Public Relations Committee  
Member Committee  
Activities Committee  
Birmingham Association of REALTORS® Young Professionals Network  
Alabama Association of REALTORS® Young Professionals Network  
Alabama Association of REALTORS® Board of Directors  
Birmingham Association of REALTORS® Board of Directors  
Birmingham Association of REALTORS® 2014 Leadership Academy Graduate  
Alabama Association of REALTORS® 2015 Leadership Academy Graduate

#### COMMUNITY INVOLVEMENT

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Son of a Saint  
Jefferson County Historical Commission  
Men's Ministry at Living Stones Temple  
Youth Mentor Program at Living Stones Temple  
Facilitator for the Young Adult Bible Study Class at Living Stones Temple  
Kappa Alpha Psi Fraternity, Inc.