



KATE RAPINCHUK

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Summary

Results-driven sales professional with real estate experience, lead generation skills, and strong client relationship management.

Skills

- New Home / Condo Sales
- Client Relationship Management
- Lead Follow-Up & Inquiry Conversion
- Property Presentations & Tours
- Real Estate Market Knowledge
- Closing & Negotiation Support
- CRM / Appointment Scheduling
- Professional Communication
- Objection Handling
- Time Management
- Team Collaboration
- Luxury Client Experience

Awards

- Award of Excellence - Social Media Impact through Personal Platform Lead Generation @rapinchuk.realestate
- Silver Sales Award of Excellence at Forest Hill Yorkville Brokerage Inc, 2025, @fhyorkville

Experience

Forest Hill Real Estate Brokerage, Yorkville
Sales & Client Relations Specialist
06/2023 - Current

- Guide buyers through property searches, tours, and purchasing decisions
- Manage client leads, inquiries, appointments, and follow-up communication
- Present homes, neighbourhoods, and lifestyle benefits to prospective buyers
- Build trust with clients and support negotiations through closing stages
- Deliver polished, high-end customer service in competitive market conditions

Turkin Mortgage Team
Marketing & Client Engagement Specialist
01/2020 - 06/2023

- Generated daily client engagement through direct messages and inquiries
- Created marketing content that builds trust, interest, and brand visibility
- Responded professionally to high volumes of communication
- Strong understanding of digital lead generation and consumer psychology

Banana Republic Eaton Center | Toronto
Sales Associate
01/2013 - 06/2014

- Delivered premium customer service and personalized product recommendations
- Built customer relationships and exceeded service expectations
- Maintained polished showroom presentation and team sales environment

Education

Humber College (Licenced Realtor) | Toronto
Real Estate Program
Languages: English, Russian, Ukrainian