

Danielle Ware

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Meet Danielle

After graduating from Concord High School and earning a high school diploma, Danielle Ware was elected to join CarMax full-time as an automobile salesperson for a three-year tenure. With no experience in the car sales business, she became licensed in automobile sales and was able to achieve multiple company top sales awards for being top seller of CarMax's vehicle extended warranties. With her superior people skills, she trained new employees on accounts receivable processes, assisted trainees with the facilitation of consumer loan financing applications, supported the training of employees in vehicle appraisals, and acquisitions and lead employees on how to perfect their sales pitch and how to overcome sales objections.

While working full time for CarMax, she pursued her college education and earned two Associate of Arts Degrees in Business Administration and Behavioral Science and Social Science from Los Medanos College.

After a successful sales career with CarMax, Danielle opted to pursue sales of luxury automobiles at Mercedes Benz, Walnut Creek, Northern California's top sales dealership. As a new employee, she closed 34 vehicles in 60 days and received many accolades from her peers and company.

With a strong passion for sales, Danielle decided to pursue a career in real estate, she obtained her real estate sales license and joined the established realty firm, Cal Home Real Estate. Cal Home Realty is top .5% in the nation for real estate sales and is regularly featured on local news station San Francisco's KRON News channel. Cal Home Realty is a nontraditional real estate brokerage, and they sell homes without lock boxes, for sale signs and open houses. Danielle Ware is an exceptional member of the Cal Home Team. With an aging generational population, Danielle became a Certified Probate Expert and a California Association of Realtors Senior Real Estate Specialist. She specializes in residential real estate matters involving seniors, trust sales and probate transactions. She offers an array of resources to ensure a stress-free experience for those finding themselves in need of her expertise. Danielle is one of a kind in the industry. She has an award-winning personality that will put you at ease the moment you meet her.

Her background of working in the car industry has contributed to her top-notch client experience with a focus on positive outcomes. She has received numerous awards and accolades in her earlier career in the automotive business. With her effective communication skills and ability to listen to the needs of those she serves, her clients also benefit from her genuine nature.

Danielle is active in her professional business community. She is a member of the Mt. Diablo Business Women's Group and has recently launched her marketing and social media business. She is an expert in both social media/digital marketing and offers traditional business marketing materials for small businesses.

Danielle enjoys giving back to her local community with her dedicated volunteerism. She enjoyed working with low-income students at Franklin Elementary School in Oakland for their school literacy program, an event that was sponsored by CarMax Cares and Steph Curry of the Golden State Warriors. Danielle is an excellent swimmer and enjoys teaching children how to swim at local pools in her neighborhood. Danielle is also active with her parish where she has volunteered to serve needy seniors with a Thanksgiving Day meal.

Danielle is looking forward to completing her bachelor's degree in business and technology solutions with Arizona State University and graduating in the fall of 2025.

Work Experience

Real Estate Agent

Cal home - Walnut Creek, CA

April 2024 to Present

Danielle Ware is an exceptional member of the Cal Home Team. Danielle is a Certified Probate Expert who specializes in residential real estate matters involving trust and probate transactions. She offers an array of resources to ensure a stress-free experience for those finding themselves in need of her expertise. Danielle is one of a kind in the industry. She has an award-winning personality that will put you at ease the moment you meet her.

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Real Estate Agent Assistant

Compass - Walnut Creek, CA

September 2023 to March 2024

- Planning Out Social Media Campaign
- Run Social Media Campaign
- Help manage website/event information and links for the website
- Make Copy of House Keys
- Place Contractors Box and Realtor Lock Box at properties
- Pick Lock Boxes up from properties
- Keep inventory lists for Lock Boxes and For Sale Signs
- Order Signage / For Sale when necessary
- Create Marketing Flyers for Open Houses
- Print and distribute flyers at properties for Open Houses
- Bring Open House "boxes" to properties before the open houses
- Fill/Refill Open House boxes with collateral/snacks/ resources/speakers/etc.
- Get Open Houses covered that we are not hosting
- Help build out marketing templates/hand-outs for listing meetings
- Help build out marketing templates/hand-outs/ mailers for trust/probate sales
- Help build out marketing templates/hand-outs for listing meetings/appointments
- Help build out marketing templates/hand-outs for seminars that I speak at
- Help retrieve information from the speakers for the powerpoint presentations that will be presented at the seminars
- Help set up seminars with and take pics/video for social media
- Help assist with on day to day task that come up but that are on a case by case basis - like going to get pictures of repair work, meeting contractors or inspectors at the house to open it up, etc.

Sales Consultant

Mercedes Benz - Walnut Creek, CA

January 2023 to April 2023

- Sold 34 Mercedes Benz motor vehicles in 62 days
- Delivered luxury vehicles to customers personal residences
- Initiated customer contact and interactions; completed telephone inquiries to evaluate customers sales

Sales Consultant

Cole European - Walnut Creek, CA

September 2022 to January 2023

- Point of sale customer contact and engage with customers from inception to closing for high end luxury automobiles (Range Rover and Jaguar Brands)
- Initiate recommendations to customers and complete sale closing
- Superior customer service and sales skills with ability to overcome objections
- Sold nine (9) luxury cars in 90 days

Sales Consultant, Customer Specialist III

CarMax - Pleasant Hill, CA

December 2019 to September 2022

- Communicate effectively with customers, wholesale car vendors, delivered automobiles to consumers and the service repair department
- Superior sales skills and ability to overcome objections
- Strong customer relationship and intercommunication skills
- Conduct customer loan financing applications from inception to sale closing, completed automobile condition appraisals and auto mobile test drives, work with customers from beginning of car sale to final sale
- Presentation and sale of automobiles and car warranty packages
- Recipient of top sales award for automobile warranties
- Complete administrative tasks to support the vehicle sales process
- Train and lead new employees on the automobile sales process

Education

Bachelor of Business Administration in Business and technology Solutions

Arizona State University-Tempe - Tempe, AZ

April 2024 to Present

Associate's degree in Liberal Arts: Social and Behavioral Sciences

Los Medanos College - Pittsburg, CA

September 2019 to June 2024

Associate of Arts degree in General Education and Business Studies

Los Medanos College - Pittsburg, CA

September 2019 to December 2023

High School Diploma

Concord High School - Concord, CA, US

June 2019

Skills

- Microsoft Word, Excel, Power Point, Google Docs and Internet (5 years)
- Communication skills (5 years)
- Computer skills (5 years)
- Customer service (5 years)
- Customer support (5 years)
- Customer retention (5 years)
- CRM software (5 years)
- Data entry (5 years)
- Office experience (5 years)
- Multi-line phone systems (5 years)
- Phone etiquette (5 years)
- Process improvement (3 years)
- Receptionist (5 years)
- Public relations (5 years)
- Sales (5 years)
- Direct sales (5 years)
- Salesforce (3 years)
- Teamwork (5 years)
- Presentation skills (5 years)
- Workday (3 years)
- Insurance verification (5 years)
- Social sciences (4 years)
- Interpersonal skills (5 years)
- Communication skills (5 years)
- Social media marketing (2 years)
- Assistant work (1 year)
- Website management (1 year)
- Social media marketing (3 years)
- Marketing (5 years)
- Instagram marketing (3 years)
- Automotive sales (4 years)
- Overcome obstacles (5 years)
- Marketing (2 years)
- Logo design (2 years)
- Social media marketing (3 years)
- Graphic design (2 years)
- Digital marketing (2 years)
- Presentation skills (3 years)

- Presentation creation (4 years)
- customer satisfaction (5 years)
- Email marketing (3 years)
- Interpersonal skills (5 years)
- email (7 years)
- Communication skills (7 years)
- Microsoft Powerpoint (5 years)
- social media advertising (4 years)
- assistant work (1 year)
- Customer support (5 years)
- Events management (1 year)
- Personal assistant experience (1 year)
- Advertising sales (2 years)
- Canva (2 years)
- google slides (3 years)
- Administrative experience (1 year)
- Multi-line phone systems (5 years)
- sales and marketing (5 years)
- Communication skills (5 years)
- Phone etiquette (5 years)
- overcome obstacles (4 years)
- Automotive sales (4 years)
- Insurance verification (4 years)
- Customer support (5 years)
- objection (4 years)
- Direct sales (4 years)
- Financial sales (3 years)
- Data entry (4 years)
- Staff training (3 years)
- Salesforce (3 years)

Certifications and Licenses

Driver's License

Real Estate License

April 2024 to April 2028

Sales license

December 2019 to December 2025

- valid license to sell automotive vehicles

Valid Probate certified Real Estate Agent

April 2024 to Present

CPRES is trained to help navigate the probate court system. This includes monitoring legal deadlines and ensuring that they are not missed. He or she will also offer guidance on the complicated legal steps and documentation that are required as part of the probate process.

Seniors Real Estate Specialist® (SRES®)

May 2024 to Present

The Seniors Real Estate Specialist® (SRES®) designation is for REALTORS® who want to be able to meet the special needs of maturing Americans when selling, buying, relocating, or refinancing residential or investment properties. By earning the SRES® designation, REALTORS® are prepared to approach mature clients with the best options and information for them to make life-changing decisions.