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## **2018 Women in Real Estate: Sharon Viens, Nickerson Real Estate**

September 28, 2018 - Spotlights

Name: Sharon Viens

Title: Director of Sales

Company Name: Nickerson Real Estate

Years in real estate: 18

Real estate associations or organizations you're a member of: Boston Board of Realtors

Who or what has been the strongest influence on your career and why? My foundation and success was built and is credited to the marketing company I worked for on my first on-site real estate development. The president of the company was my mentor and gave me extensive training on how important it is to have structure and follow up on each sale. It has followed me throughout my career and has proven true on all my success and continue to have directing the sales for upscale real estate developments in the U.S and International that I represent with setting record breaking sales, achieving aggressive sales goals, price points, turning around failed projects with major challenges as well as being recognized as one of the top producers in the real estate industry.

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