

PROPERTY SALES

Justina Markauskaite



CAREER PROOF

20
PROPERTIES
MANAGED

5
YEARS PROPERTY
EXPERIENCE

Multiple
PROPERTY
SALES

PRACTICAL

Full UK driving licence
London

CLIENT RELATIONSHIPS | PROPERTY MARKETING

PROFILE

Property, people and problem-solving are where I do my best work. Over the past five years I've managed a portfolio of 20 residential properties for JNY Capital — from tenant and contractor liaison through to managing multiple property sales, some handled directly and others working alongside estate agents, covering preparation for market, photography, listings, viewings and price negotiation. I also have hands-on experience with refurbishment and development projects, including loft conversions and extensions, which I genuinely enjoy.

Before that, I spent 13 years growing Melange from one site to five, working as General Manager. Running a multi-site business for over a decade meant managing large teams, solving problems daily under real pressure, and making commercial decisions that affected the bottom line — skills that translate directly into client-facing, deadline-driven property work. I'm now looking to bring that experience, combined with my property background, into a full-time role in residential sales.

PROPERTY EXPERIENCE

Property Manager

JNY CAPITAL | PART-TIME | 2021 - PRESENT

- Managed multiple property sales — some handled directly, others in coordination with estate agents — covering preparation for market, photography, listings, viewings and price negotiation.
- Manage the day-to-day running of a portfolio of 20 residential properties, working directly with owners, tenants, contractors and suppliers.
- Coordinate tenancies, tenant communication, property insurance, maintenance, repairs and contractor access.
- Work closely with builders and trades on refurbishment and development projects, including loft conversions and extensions, giving me practical knowledge of construction, improvements and preparation for sale.

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London

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COMMERCIAL & PEOPLE EXPERIENCE

General Manager

MELANGE RESTAURANTS | 2012 - 2025

- Grew the business from one site to five over 13 years, taking on full operational and commercial responsibility as General Manager.
- Managed and trained multiple teams across sites, setting standards and holding people accountable to them day-to-day.
- Handled difficult customer and staff situations calmly, using judgement and practical problem-solving to protect both relationships and the business.
- Built strong supplier relationships and made purchasing and operational decisions with direct commercial impact.
- Worked extensively with POS and CRM systems for customer management, sales tracking and reporting.

PROPERTY MARKETING & DIGITAL TOOLS

Canva + photo editing
Property photography, image editing, listings and professional marketing materials

ChatGPT + Claude
Market research, drafting and refining property descriptions, organising information and improving client communications.

Excel + Word
Property and cost tracking, reports, documentation and professional correspondence.

CRM + POS
Customer management, sales tracking and organised commercial reporting.

EDUCATION

UNIVERSITY OF GREENWICH | 2009 - 2012
BA (Hons) Advertising and Marketing Communications
First Class Honours

STRENGTHS

Marketing & Sales

Client & Customer Relations

AI-assisted research & communication

Team management & training

Property knowledge matters.
Understanding people matters just as much.