

AGENT PROFILE *Michelle Hennessey*

Agent is a relocation expert

Fresh from the field of corporate relocation, Michelle Hennessey made use of her skills and knowledge from that profession when she became a Realtor two years ago.

Hennessey, who joined William Pitt Sotheby's International Realty in 2015, worked 15 years in corporate relocation, the last eight years at the New York City-based boutique company, NYC Navigator. Hennessey was the director for client relations and was responsible for managing the company's corporate accounts and executing the home and school search process for clients.

The similarities between the two jobs are striking, she said. It's her expertise from working in corporate relocation that has made her a better Realtor.

"If someone is moving here from Boston, for example, they do not know the area and part of my job is helping them figure out the town they should be considering based on their lifestyle and needs," said Hennessey, whose marketing tagline is "Creating a Home Sweet Home in Fairfield County and Beyond."

"The right community, the right home and the right amount of money is the trifecta," Hennessey said. "A lot of my job is really listening to what they are looking for and responding to those needs with the right information to make them feel comfortable. It is not just about selling the area, but also about making sure they are making the right decision for themselves."

She was drawn to Sotheby's because people know the brand across the globe.



Business: William Pitt Sotheby's International Realty

Lives: Fairfield

Works: Stamford and Southport

Experience: Corporate relocation and assisting buyers moving from the city to the suburbs

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In addition, she said, the company offers new agents the training they need to become better agents, as well as plenty of marketing tools. Those tools include having a top-notch up-to-date website.

"It has a reputation for being a high-end exceptional brand," she said.