

Dorian Young

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Seeking to establish myself in a team environment and progress within the company or department. The ideal position would require effective use of my strong communication, problem-solving skills; while allowing me an opportunity to expand my skill set as well.

Skills

- Strong communication, sales, interpersonal, and presentational skills
- 7+ years sales experience
- Effective marketing skills; able to identify multiple marketing avenues and strategically implement most effective solutions
- Great at building rapport and maintaining positive relationships with perspective clients
- Strong leadership skills which has led to employment advances and management positions
- Great at multi-tasking while maintaining close attention to detail
- Flexible and adaptive in any situation and work environment

Experience

Realty Center Management- Commercial Leasing/ Management

Responsible for managing and leasing commercial property. Developed knowledge regarding commercial property, product, and local commercial market. Assisted building an infrastructure to a new sector within the company. Identified multiple marketing avenues and implemented most effective strategies to help generate traffic and exposure. Met weekly and monthly sales quotas. Kept meticulous administrative and financial records to provide regular reports to property owner regarding investments. Ensured both building and tenant issues were resolved and followed up on in a timely manner.

FPI Management- Leasing Agent

Responsible for maintaining the highest level of apartment occupancy possible at a 600 plus unit property. Practiced professional leasing techniques while providing excellent customer service to potential and existing residents. Assisted potential residents through the approval and moving process. Marketed property online and in person. Met weekly and monthly sales quotas.

KCRA Television - Intern

Assisted account executives by creating a lead database. Acted as interim client service specialists, covering phone lines and directing calls. Worked well in team environment while producing quality and independent work

Education

UC Davis Continuing Education

Full Stack Web Development

Grossmont College

Associates of Arts, Communication

References

Steve Pereira

Owner, ADL Medical Supplies (916) 826-3008

Michael Bergman

Senior Account Manager, KCRA Television (916) 325-3217