

# Shengkang Yang

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## Summary

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Detail-oriented bilingual student at UCSD with a strong background in real estate, finance, and communication. Known for a passionate and enthusiastic approach to every role undertaken, with a relentless drive for personal and professional growth. Eager to contribute to diverse teams and environments, leveraging a proactive attitude and a commitment to continuous learning. Proven track record of building and leading teams, while consistently adhering to company policies and industry best practices. With all above I believe I will perfectly fit in Realtor position.

## Education

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### University of California San Diego | San Diego

#### Real estate and development major | 06/2025

Current GPA 3.85. (Participate in the UCSD Wushu club, and UCSD global investment club, RE club), Member of American Planning Association (APA), Member of National Association of Realtors (NAR) Licensed Real Estate Realtor. Working on EA and NLS license exam.

## Experience

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### Star Max Realty | CA, San Diego

#### Orange County Realtor | 05/2023 - Present

- Assisting clients with the purchase, sale, transfer, rental and leasing of residential and commercial properties.
- Conduct market research to determine property value and a competitive pricing strategy.
- Provide convenience for house viewing, negotiation, and contract signing.
- Manage property listings and advertising campaigns across multiple platforms.
- Advise clients on the legal and financial aspects of real estate transactions.
- Successfully negotiate favorable deals, resulting in increased customer satisfaction and repeat business.
- Providing clients with personalized guidance and support throughout the real estate process has earned them positive reviews and recommendations.

### Robinhood/ Coinbase/propfirm | CA, San Diego

#### Stocks/Option Trader | 05/2019 - Present

- Execute swaps, futures and other derivatives transactions.
- Determine transaction requirements, timelines and value for the end-to-end transaction process. Discover trading opportunities by monitoring primary and secondary markets.
- Trade stocks on Robinhood, play options, and make 353% profit on \$6,500
- Traded cryptocurrencies on Coinbase, predicted the direction of Bitcoin, bought the bottom on Luna Coin, and made a 2000% profit.

### Earth Lab Program | CA, San Diego

#### UCSD Mentor | 09/2023 - 03/2024

- Build positive mentoring relationships that empower individuals to regain control of their daily lives.
- Students are encouraged to personally develop, practice and apply fundamental skills and coping skills.
- Improve student behavior by making positive role model choices in different lifestyle settings.
- Assist with long-term planning and keep employees informed of ongoing progress, strategy and development.
- Develop personal relationships of mutual influence and respect and connect with individuals who are struggling or struggling.
- Promote team progress and highlight individual strengths through personalized and team-focused strategies.
- Providing guidance on academic and personal issues to positively impact at-risk youth.

## Skills

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Customer service, Computer literacy, Communication skills, Microsoft word, Microsoft excel, Leadership, Documentation review, Bilingual, Real Estate Basic Principle, Contract Negotiation, Financial Analysis, Driving Experience, Staging property, Advertising, Project Management