

Rodolfo Jan Michael Lingad Zorrilla III (Z Zorrilla)

Collaborative and ancillary people leader, with a strong emphasis on culture, technology, and data driven solutions.

2490 Norwood Park Xing
Atlanta, GA
(206) 778-2193
zzo@zillowgroup.com

EXPERIENCE

Zillow Group, Seattle/Atlanta — Team Lead

August 2019 - PRESENT

Multiple market TL for ZAT. Moved from NC Market to Florida Market in order to improve team performance and organize an action plan for advisors. Coaches and collaborates with individual reps to drive performance metrics and achieve goals. Successfully led the NC team to the highest contract numbers for the organization for 6 months. Working with Ops and Analytics to improve sales tools and workflow for reps. Collaborates with acquisitions, resale, field and product to define business needs and targets. Works closely with Regional Manager and Senior Manager to ensure team health and strong performance. Leads/Assists with training, hiring and developing new talent.

Zillow Group, Seattle/Atlanta — Advisor

September 2018 - August 2019

Met or exceeded metrics on a monthly basis and was selected as 1 of 2 advisors to relocate to the Atlanta office and help launch the East Coast Zillow Offers hub. Assisted in training and onboarding the biggest Advisor class at Zillow (40) and in launching Central Florida market. Met or exceeded metrics throughout tenure as advisor and cross collaborated with multiple teams (i.e. product, analytics, ops, acquisitions) to drive and iterate business practices and sales tools. Obtained 3 real estate licenses throughout tenure.

RITCS Holdings LLC, Seattle — Project Manager

March 2012- October 2016

Managed New Construction business for RITCS in Seattle for ~4 years. Responsible for scope, budget, research, ROI, and cross functional team accountability and execution. Led business partners (architect, construction, engineering, and marketing) to execute on project deliverables on time and with quality.

EDUCATION

University of Nevada, Reno — B.A. Communications

12/2010

Communications and minored in Economic Policy

SKILLS

Communication
Organization
Problem Solving
Analytics
Task Scoping
Resource Management
Business Strategy

Salesforce
Microsoft Suite
Google Suite
Gong
Asana
Trello
Tableau
Slack

PROJECTS

**Leadership Development Plan
for ZAT**

**Salesforce Iterations and
Implementation**

**RITCS New Con Projects - 4
sites and over \$5M in revenue**

CONNECT

[linkedin.com/in/zzorrilla](https://www.linkedin.com/in/zzorrilla)