

Cameron J. Dardis, JD

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Highly talented Attorney with special expertise in business development, Real Estate, transactional sales, contract law and long term facilities planning.

Looking to join a fast paced firm with a need to attract new business across multiple disciplines. Proven track record for new business acquisition through value added expertise. Strengths include the ability the cultivate, fulfill and maintain high level business accounts with special needs relating to communications, real estate, contract law, and facilities.

Professional Experience

Supervisor, Gryphone Telecom (2010-2011)

- Generated outside sales for Verizon Telco and fiber products including dsl,voip, and FIOS to small/mid-size companies within multiple location accounts in the NE and Southern US regions.
- Rookie of the Month, 1st month posted average 300 calls daily, earning over \$13,000 in gross commissions.
- Promoted to supervisory position within six (6) weeks of start date.
- Closed \$28,000 in gross commissions in first month in a Supervisory role.
- Conducted interviews and placement process for all new hire agents. Mentored and trained new team members.

Cameron Dardis, Attorney at Law, Portland Oregon (2001 – 2010)

- Founder and Owner
- Handled all aspects of legal practice, including motion writing, case trial, depositions and business ownership.
- Prospected for all new business through professional, personal relationships and web based marketing.

Associate Broker, Pacific Real Estate Partners, Portland, Oregon (2006 – 2007)

- Expanded national client base through outside business to business consulting.
- Listing Broker for Portland's largest building; US Bankcorp. Tower.
- Facilitated expansion of existing business relationships in the Northwest region to \$300,000 in yearly gross revenue.
- Specialized in tenant representation in commercial lease negotiations, telco and zoning regulations and building improvements.
- As partner , performed and assisted in all aspects of sales development and outside marketing for Portland office.

Partner, COO, APEX Real Estate Partners, Inc., Portland, Oregon (2003 – 2006)

- Negotiated contracts as real estate consultant for numerous local and national clients.
- Specialized in Office leasing, multi family exchange purchases, and mix use development.

- Handled real estate and sales transactions totaling more than \$3,000,000 annually.
- National clients included XO communications, Comcast, American Heart Association, V-Tech., and the Pacific Laser and Eye Institute.
- Managed Brokerage Division supervising multiple sales agents.

Sales Representative, PREM, Portland, Oregon (2002-2003)

- Negotiated commercial leasing transactions and assisted in building client relationships in the greater Portland and Eugene areas.
- Responsible for generating over \$100,000 in lease commissions in the first three quarters of 2002.
- Averaged over 300 prospective client calls daily. Setup an average of 5 - 7 client prospect meetings with CEOs and executive-level clientele.
- Spearheaded, built and maintained client and prospect CRM containing over 10,000 Oregon and SW Washington businesses.

Licensure

Admitted to Practice: Oregon, 2000

Education

Juris Doctor, University of Oregon School of Law, Eugene Oregon (2000)

- Intern and litigator, US Attorney Office, Eugene, Oregon
- Intern and litigator, Lane County District Attorney Office, Eugene, Oregon

BA in English, University of Oregon, Eugene, Oregon (1997)

Additional Information

Proficient with MS Office, Windows XP, Windows 7, REA (Real Estate Assistant), Five9 B2B sales lead dialer.

Volunteer: Past Development Director and Board Member, The Juvenile Rights Project. **(2003-2007)**

Hobbies: All sports, 20th Century literature, music.

References available upon request.