

Carlos La O Trujillo

Sales Consultant

Sales Agent with over 2 years of experience in residential property rentals. Well-versed in tenant/landlord and Fair Housing Law. Success in fostering relationships between property owners and tenants.



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(239) 878 7268



Cape Coral, FL 33914



krloslao90

SKILLS & COMPETENCES

Yardi Voyager

Yardi VoyagerPlus (CRM)

BlueMoon

UltiPro

MS Office

YieldStart

RentCafe

LANGUAGES

English



Spanish



EXPERIENCE

Leasing Consultant

Inland Residential Real Estate Services

02/2018

Naples, FL

Inland Residential Real Estate Services LLC is a full service professional property management firm specializing in the management of high-quality multi-family housing properties owned by entities that are part of The Inland Real Estate Group of Companies, Inc.

Achievements/Tasks

- Completed leasing packages for all rentals and maintained 95%+ occupancy rate; quickly processed denial letters to inform prospective applicants of application rejection.
- Assisted in development of marketing plans, internet and print advertisements, and marketing copy.
- Performed administrative duties such as rent collection, communicating with tenants via written correspondence, maintaining property and facilities, and administering lease closings.
- Used housing database systems to calculate annual rent totals and recommended rental pricing strategies to maximize profitability and revenue generation.
- Addressed, investigated, and resolved tenant complaints and documented action taken; delivered emergency 24-hour on-call services to tenants.

Leasing Consultant

Pinnacle Property Management

03/2016 – 02/2018

Fort Myers, FL

Pinnacle is a privately held organization that manages multifamily properties nationwide. Established in 1980, Pinnacle is one of the largest multifamily management companies in the United States with a portfolio of over 165,000 units and 4,100 team members.

Achievements/Tasks

- Generate interest in the community by touring the property with prospects as you answer questions about the numerous amenities, local community and beautiful grounds.
- Drive the sale by highlighting the quality of the community and the lifestyle available at the apartment home.
- Assist prospects in qualifying for an apartment home by collecting appropriate information and initiating background checks.
- Ensure apartments are prepared for move-in.
- Deliver unmatched service to residents to exceed their expectations, while maintaining resident retention.
- Perform required office activities and coordinate paperwork related to apartment home rentals.

EDUCATION

Bachelor of Science

UCLV Martha Abreu

09/2009 – 07/2014

Santa Clara, CU