

# Ashley Hill

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## Summary

Highly skilled professional with a diversified business background. In depth experience in account management, data analytics, presentation, and thought leadership. Thorough hard worker that adapts quickly and takes pride in exceptional service and work quality.

- Acclimates quickly to company culture, strategies, and ideas
- Flexible. Equally effective as a team leader, team player or as self-directed
- Excellent communicator with highly praised people skills
- Strong leadership qualities and sharp efficient work
- Confident self-starter, proactive with solid follow through
- Exceptional relation building skills
- Organized and concise
- Able to develop and implement policies and procedures

## Education

California Baptist University (4 years) BS Marketing

## Professional Experience

### CBRE

#### Senior Research Analyst, Retail

September 2013-Present

- Provide comprehensive research trends and analysis to real estate professionals throughout Southern California to help add value to their business
- Provide figures and assist in major local and regional projects, presentations, and reports
- Translate quarterly numbers into market report text for the LA, OC, and IE markets
- Monitor market properties updating numbers, data, and availability
- Maintain extensive retail tenant list with over 7,500 records
- Compose monthly email blasts highlighting top retail trends and statistics
- Create white papers based on retail trends, converting data and text into useful deliverables
- Provide and create charts and deliverables for presentations and client pitches
- Work directly with regional thought leaders to interpret quarterly statistics and trends to create valuable and useful visuals for brokers and upper management

### Hub International

#### Benefits Account Manager

January 2012-September 2013

- Managed large account base
- Actively involved with carrier relations and contacts
- Communicate benefits, networks, and additional details to clients
- Maintained continuously changing certifications and products knowledge
- Developed and executed comprehensive workflows for service of clients and policies
- Meets regularly with carrier reps to coordinate benefits and products to company
- Generate procedures implemented to drive sales and growth within the company

### Nordstrom

#### Management Training Intern

May 2011- January 2012

- Directive selling techniques including customer interactions and relationship building
- Sales goals and product knowledge
- Keen customer service skills
- Additional intern trainings highlighting business ideas, culture, and management

**Gallup Strengths** – Adaptability, Developer, Harmony, Empathy, Positivity

### Other Awards and Honors

CBRE 2014 *Employee of the Year*, Orange County region