

Michael L. Shenk



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Experience

Conner Homes – *Land Acquisition Specialist* Oct. 2019 – Feb. 2020

- Maintained land acquisition pipeline for homebuilding development projects in Greater Seattle Area
- Managed direct mailer campaign of more than 4500 leads to identify potential land sellers
- Converted numerous interested property sellers targeted by direct mailer campaign into land acquisition leads
- Tracked all finished lot sales and prepared cost estimates and budgets for new homebuilding projects with finance department

Regus Management Group – *Community Manager* Feb. 2019 – Oct. 2019

- Increased office occupancy from 75% to 95%
- Drove client retention and raised NPS scores for tenants
- Hired, trained, and developed two Community Associates
- Managed accounts and day-to-day operations of 130 in-house and virtual office clients in Seattle's most iconic building

Enterprise Holdings, Inc. – *Assistant Branch Manager* Oct. 2014 – Sept. 2018

- Achieved Top Performer distinction six times and Top 6 of sales matrix for entire year
- Led Oakland Airport branch to double income of Prior Year-to-Date, including \$1 million increase in total revenue in August 2016
- Developed database of revenue streams from local body shops, insurance agents, and dealerships in both San Francisco and Seattle
- Acquired exclusive rental car referral business from four major accounts
- Managed daily rental operations and designed training programs for brand identity, sales, customer service, and operational logistics

The Oakland Raiders – *Game-day Entertainment Representative* Aug. 2014 – Aug. 2016

- Provided specialized service to NFL officials, press, and special guests
- Coordinated with performers and game staff for more than sixty thousand fans per game
- Assisted in preparation and execution of Raiders' home game events including halftime show, pregame festivities, and tailgating area
- Coordinated stadium security effort to earn 96% stadium security rating as determined by NFL

Marcus & Millichap Commercial Real Estate – *Agent Assistant* June 2013 – Aug. 2013

- Developed telephone and marketing skills by cold-calling potential clients
- Obtained rent and sales prices for commercial real estate properties in Silicon Valley
- Reorganized Agent's filing system and real estate development pipeline

Education

University of California, Berkeley Class of 2014

B.A., in American Studies;
Area of Concentration: Cities, Technology, and Inequality
Minor: City & Regional Planning

Activities

UC Berkeley Men's Varsity Crew Fall 2009 – Spring 2013

- Recruited athlete; Dedicated more than 20+ hours per week to one of most competitive collegiate men's rowing programs