

# 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

## Education

### University of California, Berkeley

Class of 2014

B.A., in American Studies;

Area of Concentration: Technology and Urban Inequality

Minor: City & Regional Planning

### University of Washington

Summer 2020

Full Stack Web Development Certificate

HTML5, CSS3, JavaScript, jQuery, Java, Bootstrap, Tailwind CSS, Express.js, React.js, Node.js, Database Theory, MongoDB, MySQL, CLI, and Git.

## 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
- Won numerous medals at national-level collegiate rowing regattas