

Samantha Lopez

Leasing Consultant

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Leasing consultant with a passion for customer service and property management

Five years of experience in real estate and property management. Skilled in leasing negotiations, tenant relations, and marketing rental properties to maximize occupancy.

Professional Experience

Leasing Consultant

Sunrise Realty | Miami, FL | June 2020 - Present

- Increased occupancy rates by 20% by implementing targeted marketing strategies
- Negotiated lease agreements, securing long-term tenants and reducing turnover by 15%
- Conduct property tours and provide personalized consultations to prospective tenants

Property Management

Assistant

Luxury Living Realty | Orlando, FL | August 2017 - May 2020

- Helped manage a portfolio of 300+ residential units
- Handled tenant inquiries, maintenance requests, and lease renewals, improving customer satisfaction scores by 25%
- Conducted market research to adjust rental pricing and remain competitive

Education

Bachelor of Business Administration (BBA), Real Estate Management

Florida State University, Tallahassee, FL | 2017

Key Skills

- Property leasing and tenant relations - Expert
- Sales and negotiations - Proficient
- Customer service and conflict resolution - Competent
- Market research and pricing strategies - Amateur
- Customer relationship management (CRM) software (Yardi, AppFolio) - Amateur