

Taylor Jackson

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An Apartment Leasing Agent with five years of experience, specializing in consultative selling, operations management, tenant relations, and property management. A proven track record of improving and maintaining high occupancy rates for luxury apartments.

Education

Bachelor of Science (B.S.)
Business Administration
University of Nashville, Nashville, TN
September 2012 - May 2016

Key Skills

- Property Management
- Consultative Sales
- Operations Management
- Contract Negotiations
- Lead Generation

Professional Experience

Apartment Leasing Agent

Southern Comfort Apartments, Nashville, TN | March 2018 – Present

- Conduct sales for the leasing of apartments for a high-end complex generating over \$500K in annual revenue, perform tours with prospective tenants to showcase properties and amenities, and improve occupancy rate from 85% to 93%
- Interface with a diverse range of residents, conduct negotiations for leasing agreements, and determine the viability of leases based on credit scores and economic factors
- Drive marketing and advertising initiatives for apartment units, create marketing materials and online advertisements, and provide consultations

Apartment Leasing Agent

King's Court Apartments, Nashville, TN | May 2016 – March 2018

- Executed consultations, tours, and negotiations for an apartment complex with 150+ occupants, managed and generated leads, oversaw marketing activities
- Supported all aspects of property management and daily operations, provided quality service to residents, and maintained occupancy rates of 87%-90% YOY