

EDUCATION:

New York Law School, New York, NY
Juris Doctor Candidate, expected 2025
Coursework: Contract, Property, Corporations, Commercial Law

Baruch College, New York, NY
Bachelor of Arts in Political Science, 2019

PROFESSIONAL REAL ESTATE EXPERIENCE:

Brick&Mortar Real Estate, New York, NY

Director of Business Development, March 2022 – September 2022, May 2023 – August 2023

- Developed and implemented a business development plan that allowed Brick&Mortar to expand operations without losing its identity as a boutique firm. Chief responsibilities involved creation and direction of strategies to recruit high-quality candidates.
- Identified issue in employee retention and new employee profitability. Utilized problem solving skills and developed as well as oversaw recruiting strategies and training programs for new hires that resulted in a reduction of employee turnover and higher profitability in both new and previous employees.
- Applied strategies include sales strategies, client developments, marketing campaigns, and other business development aspects like systematic client outreach, resulting in higher profits amongst new and veteran agents.

Brookliv, New York, NY

Licensed Real Estate Salesperson (self-employed), June 2017 – December 2020

- Consistently closed 100 to 300 residential rental transactions a year.
- Nominated as team leader and head agent, to oversee client development, advertising strategies, and market comprehension, in the highly competitive and fast-paced New York City real estate environment.
- Voluntarily mentored new recruits by teaching them the relevant skills such as negotiations, market information, and facilitated hands on learning.

PROFESSIONAL MEDIA PRODUCTION EXPERIENCE:

Francis Films, New York, NY

Director of Operations, June 2019 – September 2021

- Improved marketing strategies by creating sales programs, systematic outreach systems, and fostered client relationships resulting in increased profitability for existing clients and the development of new and more lucrative client relationships.
- Oversaw My development of a more lucrative network of clients was leveraged by Francis Films to diversify into short films and sports marketing projects, which were my responsibility to oversee.
- Researched and produced projects for BMG and Interscope Records, as well as music groups like AJR (accumulating over 12 million views), TedX, and ESPN.

CUNY TV, New York, NY

Production Management | Producer, September 2009 – October 2016

- Local Emmy nominee for “Stop-Smoking PSA” nominated for a local Emmy.
- Personally worked on several pieces and shows that have aired on CUNY TV’s television station.
- In production, managed teams as large as 7 people for the goal of producing pieces that revolved around either New York City, CUNY, or education.

COMMUNITY SERVICE

Frontier Gap, Kathmandu, Nepal

English Teacher, 2016

- Taught English at a local monastery to classrooms of approximately 30 children aged 8 to 14.