

# Alisha Shahid

Results-driven with full knowledge of servicing and business operational processes, demonstrating team building skills. Highly motivated individual who seeks challenging opportunities for growth professionally and personally.

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## EXPERIENCE

### **Real Estate Agent** — Present

#### **Asset Living; Aspen Syracuse** — *Assistant Property Manager*

April 2023-Oct 2023

Fully redeveloped leasing strategies  
Trained a full new team of leasing professionals  
Marketing tactics to gain retention and new leads  
Renewal campaigns  
Implemented social media and marketing plan  
Led a TURN

#### **Scion Group; Redpoint Denton, Denton TX**— *Manager/AGM*

April 2022 - April 2023

Conduct interviews and train leasing staff to increase performance and business success; cultivate an enthusiastic and friendly environment to develop rapport and relationships with residents and strive to meet all needs.

Providing expert direction on sales and revenue goals; leading the on-site and centralized sales team to achieve them

Prepare annual and capital budgets, managing property expenditures, variance requests, invoice entry, payroll and month end processes  
Seek out ways to add revenue or reduce

invoicing and vendor set up

Maintain less than 2% delinquency of the property

Assisted new acquisitions across portfolio

Led 2 successful turnover process

Utilizing KPI's to report on trends

Attained 100% pre-lease two months ahead of schedule, and 100% approved leases.

## SKILLS

Communication, Leadership, Auditing Community performance, Relationship building, Courteous, Active Listener, Learning/performance, Customer Service, Traveling flexibility

Technical skills: Entrata, MS Excel, MS PowerPoint, Social Media platforms

Centralized sales

## LANGUAGES

English, Urdu, Arabic

## **Redpoint Denton, Denton TX— Marketing/Experience Team Leader**

November 2021 - March 2022

Collaborate with the Centralized Sales Team on overall leasing strategies and execute renewal strategies.

Input marketing weekly from competitors regarding leasing progress and incentives.

Coordinate and manage the leasing process including prospect management, Housing agreement fulfillment, addendums, delegations, room assignments.

Directing team members in alignment with company standards.

traveled to properties needing support, learn different markets across portfolio

## **Redpoint Denton, Denton TX — *Experience Team Member***

March 2020 - November 2021

Leasing, answering phone calls, ensuring residential and prospect residents' satisfaction. Marketing, partnering with local businesses, efficiently running events.

Touring future residents

Setting up local business opportunities

Traveled to different properties over the country for support.

Promoted to full time

## **EDUCATION**

### **University of North Texas, Denton TX — *BA, Property Management***

Jan 2020 - Jan 2022

BBA- Real estate with a concentration in property management.

### **Richland College, Dallas — *Associates & High school***

Aug 2017 - Dec 2020

Accumulated my Associates degree alongside my high school diploma through dual credit.