

Joann Chacona

Leasing Consultant

Profile

In the past year, I have worked as a leasing consultant and helped people find their perfect home. I am passionate about helping others and finding them the best possible place to live. I am excellent at customer service, multitasking, and problem solving. In my previous position, I was able to increase occupancy by 10% through my hard work and dedication.

Employment History

Leasing Consultant at Bluegrass Realty, KY

May 2022 - Present

- Negotiated and executed 50+ leases, totaling over \$1.5 million in gross revenue.
- Exceeded quarterly leasing goals by an average of 20%, generating additional income for the company.
- Demonstrated expert knowledge of the local real estate market, advising clients on trends and rental prices.
- Consistently provided superior customer service, resulting in high satisfaction ratings from tenants.
- Maintained accurate records of all lease transactions and property showings.

Leasing Agent at Lexington Rental Properties, KY

Jul 2021 - Mar 2022

- Negotiated and executed leases for office, retail, and industrial properties totaling 100,000 square feet.
- Managed a portfolio of 50 commercial properties.
- Increased occupancy from 60% to 95% in one year.
- Reduced operating expenses by 10% across the portfolio.
- Generated \$2 million in new revenue through lease renewals and expansion.

Education

High School Diploma at Louisville Male High School, Louisville, KY

Aug 2016 - May 2021

I have learned how to study for long periods of time, how to do extensive research, and how to write papers in a clear and concise manner.

Certificates

Certified Leasing Consultant (CLC)

Feb 2021

National Apartment Association Education Institute Certified Professional of Occupancy (NAAEI CPO)

Sep 2019

Memberships

National Association of Realtors

National Apartment Association

Details

joann.chacona@gmail.com

(175) 798-1980

3145 Bardstown Rd, Louisville, KY 40205

Links

[linkedin.com/in/joannchacona](https://www.linkedin.com/in/joannchacona)

Skills

Customer service

Sales

Marketing

Leasing apartments or commercial real estate

Negotiating leases

Collecting rent

Maintaining property records

Languages

English

Russian

Hobbies

Organizing social events for the community

Working out at the on-site fitness center

Attending resident functions