

Aashton Johnson

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PROFESSIONAL OVERVIEW

Highly skilled in communication, interpersonal relations, and dynamic presentation abilities. Proven expertise in organizing demonstration areas, effectively detailing product features, and providing samples to influence customer purchasing decisions. Dedicated to achieving sales targets and driving brand success through compelling promotion strategies.

AREAS OF EXPERTISE

Microsoft Office/Teams, DocuSign, Canva, Eventbrite, Google Docs, Social Media Management, Property Management Systems (Yardi, Tenant Cloud, Turbo Tenant, Entrata, Track-1, Onsite, Property Ware, Asana, Salesforce, MIS, Affordable Housing), And Master Community Engager, Event Oversight , Relationship Building And Management , Team Player ,Product Demonstration , Company Branding , Public Speaking , Marketing And Advertising , Safety Practices

EDUCATION

Bachelor of Science

Southern University and A&M College May 2016

Interdisciplinary Studies in Elementary Education/Psychology

PROFESSIONAL EXPERIENCE

Office Manager/Multi-Site Property Manager

Blank Slate CDM, Baltimore, MD

May 2023 - June 2024

- Executed scheduling, event planning, and branding strategies while managing workplace communication and employee relations.
- Oversaw property operations including payroll, inspections, and vendor relations; optimized rental processes using property management systems and CRM platforms.
- Enhanced community engagement through strategic events and outreach programs, improving resident satisfaction and retention.

Leasing Professional

Greystar (Lease Up - 500 Units), Baltimore, MD

August 2022 - November 2022

- Achieved leasing of over 12% of available units in 2.5 months and met community revenue and occupancy goals.
- Conducted tours, processed applications, and stayed updated on market conditions to boost occupancy and sales.
- Coordinated outreach initiatives and personalized resident interactions, driving successful leasing outcomes and community engagement.

Leasing Manager

CR of Maryland (Portfolio over 300), Baltimore, MD

January 2022 - August 2022

- Developed marketing strategies and supervised leasing activities, earning Employee of the Month in April 2022.
- Led and trained a team, tracked performance metrics, and utilized CRM platforms to drive effective leasing strategies.
- Organized and executed community events, enhancing resident engagement and contributing to higher retention rates.

Sales and Marketing Associate

Bozzuto (Lease Up - 317 Units), Baltimore, MD

December 2019 - January 2022

- Boosted resident engagement from 25% to over 75% and maintained a 99% occupancy rate, exceeding sales goals by up to 300%.
- Managed social media, organized resident events, and achieved high resident satisfaction, contributing to property awards and recognition.
- Spearheaded outreach and marketing campaigns, leveraging strong vendor relationships to enhance community involvement and satisfaction.

Admissions Officer

Diesel Driving Academy, Baton Rouge, LA

February 2019 - November 2019

- Conducted student interviews and campus tours and facilitated recruitment at career fairs.
- Maintained positive student relationships, leading to recognition with the Driving the Future Award for outstanding achievement.
- Coordinated outreach and recruitment events to increase student enrollment and engagement, enhancing the overall success of the admissions process.