



Chanda S. Chann

Professional Summary

Offering more than 10-years of commercial real estate industry experience paired with goal-oriented and performance-minded approach. Positive and diligent commercial real estate professional effective at promoting resident satisfaction by address concerns, spearheading repairs and implementing updates to enhance properties. Talented business manager with demonstrated operational and leadership skills. Excellent reputation for resolving problems and improving customer satisfaction.

Work History

Triumph Realty Corporation - Director of Commercial Leasing & Sales Virginia Beach, VA

11/2018 - Current

- Liaised between buyers and sellers of commercial use/residential properties worth over \$5 million.
- Increased commercial/residential sales through persuasion, negotiation and ability to close.
- Increased revenue opportunities by marketing real estate to various commercial and private clients.
- Provided relevant real estate investments for customers based on close professional relationships and accurately defining customer needs.
- Arranged for inspections and surveys of sold properties.

Jones Lang LaSalle Americas Inc. - General Manager

Richmond, VA

06/2011 - Current

- Developed and executed plan to achieve and maintain 95% or better rate of occupancy.
- Maximized rental income while minimizing expenses through effective planning and control.
- Analyzed operational information for impact on ROI, identified trends and recommended appropriate adjustments.
- Kept properties in compliance with local, state and federal regulations, including prohibiting any form of discrimination in operational practices.
- Developed annual operating budgets and forecasts, as well as sales

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Links

- <https://www.chandachann.com>
- <https://www.linkedin.com/chandachann>
- <https://youtu.be/panN72Wpg14>

Skills

- Leasing and sales
- Marketing and advertising
- Knowledge of building codes
- Building operations
- Budgeting
- Financial budgeting and reporting
- Contract Negotiation
- Property tours and inspections
- MRI, Yardi and Kardin accounting software

Education

05/2012

American Military University

Charles Town, WV

Associate of Arts: Business Management

- Majored in Human Resource Management

05/2015

American Military University

and marketing plans.

- Conducted inspections of property grounds, buildings and equipment to identify maintenance concerns and direct timely repairs.

*2011-2014 - Tampa, Florida. Oversee day-to-day operations for 3.0 million square feet of an assigned industrial property portfolio in Orlando, Tampa and St. Petersburg, Florida.

The Muller Company - Senior Property Manager

Monterey, CA

10/2013 - 01/2018

- Directed property management program by determining requirements, applying use standards, planning for material equipment replacement, and implementing quality control oversight.
- Developed and executed plan to achieve and maintain 95% or better rate of occupancy.
- Attracted tenants by advertising vacancies and personally showed units to potential renters.
- Prepared annual budget, scheduled expenditures and collected monthly rent from tenants.
- Oversaw and enhanced work of tenant improvements and maintenance team members to promote optimal efficiency and obtain necessary results.
- Communicated regularly with key on- and off-site tenant contacts to achieve satisfaction with facility and services.
- Analyzed operational information for impact on ROI, identified trends and recommended appropriate adjustments.

Affiliations

- Regional Director of Mid-Atlantic/Hampton Roads, Mid Atlantic CCIM
- National Association of Realtors
- Institute of Real Estate Management
- Hampton Roads Association of Commercial Real Estate
- Licensed in Virginia and North Carolina

Charles Town, WV

MBA: Business Administration

- Minored in Marketing