

Will Douglas

4207 SW Hill St, Seattle, WA

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Education

University of Washington, College of Built Environments **Seattle WA, Class 2023**
Bachelor of Science in Real Estate, Minor in Business Administration, Sales Certificate from the Foster School of Business

GPA: 3.78/4.0

Honors: Deans List 9 quarters

Relevant Coursework: Micro/Macro Economics, Business Law, Business Calculus, Quantitative Methods, Real Estate Property Transactions, Real Estate Finance

Work Experience

Westlake Associates Seattle, WA

Leasing Assistant (June 2022 - Current)

- Helped generate \$200,000+ in annual revenue from leased units through showings and outreach.
- Represent 7 different buildings and 100+ units across Seattle.
- Independently respond to 50+ requests per week for pre-lease information and showings.

Vitus Seattle, WA

Real Estate Development Intern (July 2022 - September 2022)

- Used my knowledge of financial modeling to underwrite potential Section 8 housing rehabilitation opportunities.
- Worked with a team to coordinate site visits and request information regarding a property.
- Became very familiar with Section 8 housing and LIHTC along with HUD guidelines.

Dorian Studio Wedgewood, WA

Lead Photographer (August 2021 - September 2021)

- Learned how to work effectively communicate with staff members at various schools to deliver a smooth picture day experience.
- Practiced the ability to fix issues on the fly whilst keeping a level head.
- Gained experience in managing and leading a small group of workers.

Green Knight Landscaping Kirkland, WA

Landscaper (June 2020 - August 2020)

- Worked with a team to get week-long projects done efficiently with organization and planning.
- Learned a lot about solving issues without the help of a superior.

Wheel Fun Rentals Seattle, WA

Retail Salesman (May 2017 - August 2019)

- Used communicative skills to sell and convince customers to rent bikes.
- Able to effectively and efficiently complete tasks and objectives.
- Taught me how to mesh with other's personalities and work as a team to accomplish tasks.

Activities

Undergraduate President of the Real Estate Club at the University of Washington

- Sit in on board meetings and conferences of the Runestad board of directors. Help to organize and plan meetings between the members of the club and guest speakers.

Sales Club at the University of Washington

- Meet and hear from industry professionals about their time in their respective field of sales and they offer advice and insight about the sales industry.

Additional Information

- I am proficient in German, currently taking my 5th year learning the language.