

# SHERRY DAMINSKI

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## EXPERIENCE

### Owner, CEO, Investor, Property Manager, Broker of Record Tailored Fit Property Management | April 2013 - Present | Virginia, Maryland, District of Columbia

#### Key Achievements:

- Company Founder and Growth: Founded and successfully developed Tailored Fit Property Management into a leading property management company in the region.
- Investor Reputation: Established the company as the "Investor's Company of Choice," renowned for its expertise and service.
- Operational Excellence: Enhanced operational performance through strategic planning, system development, and procedure implementation.
- Client Acquisition and Retention: Secured long-term accounts by effectively promoting product and brand benefits through sales presentations.
- Financial Management: Developed comprehensive business and marketing plans and prepared detailed monthly financial reports.
- Marketing and Branding: Utilized social media platforms to enhance brand identity and generate revenue.
- Supplier Oversight: Monitored supplier operations to ensure quality, timely delivery, and compliance with contract specifications.
- Additional Venture: Simultaneously owned and operated Precise Property Management during the same period. Also bought and sold other Property Management Companies during this period

### Designated Broker (TN, MD, DC) / Property Manager

Property Manager / Broker Of Record    Poplar Homes | now Evernest

December 2022 - Present | Maryland

#### Key Achievements:

- Brokerage Expansion: Played a pivotal role in establishing Poplar Homes' real estate brokerage operations in Tennessee, Maryland, and the District of Columbia.
- Regulatory Compliance: Served as the Designated Broker of Record, ensuring strict adherence to all regulatory requirements and laws in these jurisdictions.
- Operations Management: Oversee day-to-day operations, including real estate transactions, legal entities, and contract management.
- Transaction Facilitation: Successfully facilitated over 95 real estate transactions, ensuring compliance with all relevant regulations and laws.

### Designated Broker (VA/PA) / Property Manager /

Northpoint Asset Management |

October 2023 - February 2024    Virginia, Pennsylvania

#### Key Achievements:

- Brokerage Launch: Played a pivotal role in establishing Northpoint Asset Management's real estate brokerage operations in Virginia and Pennsylvania.
- Regulatory Compliance: Served as the Designated Broker of Record, ensuring strict adherence to all regulatory requirements and laws in both states.
- Operations Management: Oversee day-to-day operations, including real estate transactions, legal entities, and contract management.
- Compliance Monitoring: Ensured ongoing compliance with all relevant regulations and laws, safeguarding the company's operations.

Reason for Departure: The position was terminated due to the company's inability to obtain the necessary corporate structure documents for the Virginia Department of Professional and Occupational Regulation (DPOR) and the Pennsylvania State Real Estate Commission (PA).

### Director of Brokerage Operations, Broker of Record

Rebuilt |

July 2022 - October 2023 | Nashville, TN

#### Key Achievements:

- Brokerage Expansion: Successfully established a new brokerage firm with operations in multiple states, including Tennessee, Alabama, Texas, Pennsylvania, New Jersey, Ohio, Georgia, Delaware, Maryland, District of Columbia, and Virginia.
- Team Building: Recruited, trained, and licensed a new sales force of former wholesale acquisition agents to become licensed real estate agents.
- Brokerage Leadership: Served as the Designated Broker of Record in all operating states, ensuring compliance with regulatory requirements.
- Property Management: Managed a portfolio of company-owned properties, overseeing listing activities and property management responsibilities.

Reason for Departure: The position was eliminated due to company restructuring resulting from the PropTech downturn.

### Associate General Manager

Orchard |

November 2021 - July 2022 | Maryland, DC, and Virginia

#### Key Achievements:

- Asset Evaluation and Acquisition: Evaluated potential properties for acquisition, scoped defects and investment needs, and defined the company's "Buy Box" criteria.
- Capital Deployment: Oversee the deployment of Orchard capital on approved assets, ensuring strategic allocation of resources.
- Team Management: Led a field team and renovation lead, overseeing all aspects of asset acquisition through disposition, including recurring walks, renovations, and general concierge services.
- Negotiation and Contract Execution: Negotiated and signed contracts on behalf of Orchard for all company-owned assets.
- Cross-Functional Collaboration: Worked closely with sales and listings departments to ensure alignment with company vision and goals.
- Financial Oversight: Completed P&L control and oversight, ensuring financial performance and accountability.

- Technology Proficiency: Demonstrated proficiency in Salesforce, Slack, Zoom, G Suite, and Office.

Reason for Departure: The company's strategic decision to exit the DMV market resulted in the elimination of my position.

## **CEO /TEAM LEADER, BROKER OF RECORD, LICENSED REAL ESTATE INSTRUCTOR, PROPERTY MANAGER**

### **KELLER WILLIAMS REALTY**

**July 2008 - November 2021, NORTHERN VA multiple locations**

Designated Broker for up to 200 agents at one time. 1000's of transactions each year. Established and oversaw strategic business actions and streamlined operations. Led organization, established business direction, and actualized operational plans to meet goals. Devised strategic improvements to resolve issues and spearhead necessary operational updates. Analyzed and determined courses of action to align operations and revenue performance with organizational goals. Partnered with executive team to define company goals. Monitored business trend, forecasts, adjusting budgets and operational plans to maximize growth and opportunities. Oversaw budgetary and financial activities and implemented to grow business and profits. Cultivated and maintained industry relationships and customer partnerships to capitalize on opportunities and maximize business success. Cultivated strong industry relationships with competitors and suppliers to promote cooperative interactions and improve industry insights. Revitalized business plans and realigned company objectives to increase overall profits. Hired, Trained and Consulted over 189 agents to build businesses worth owning and have lives worth living. Worked on mergers and acquisitions to grow firm, Strategic partner to open Mortgage and Title Join Ventures. Built one of the largest REO Divisions in all of Keller Williams. Licensed Real Estate Instructor in the state of Virginia, Taught many agents and assisted them in getting their license.