



BS

# BECKY SAMPSON

## PROFESSIONAL SUMMARY

Dynamic and motivated professional with a proven record of generating and building relationships, managing projects from concept to completion, designing profit building strategies as well as effective and efficient systems, and coaching individuals to success. Skilled in building cross-functional teams, demonstrating exceptional communication skills, and making critical decisions during challenging times. Adaptable and transformational leader with an ability to work independently, creating effective presentations, and developing opportunities that further establish organizational goals.

## WORK EXPERIENCE

### RESULTS DRIVEN LEADERSHIP

2010-PRESENT

#### Utah, Ireland & Hawaii - Self Employeed:

- o Dynamic, engaging speaker and trainer
- o Developed and trained on high impact, high level performance
- o Currently writing a book called "Body of Proof - Beating the Odds."
- o Public relations / Interviewed over 150 industry specialist for a variety of radio shows
- o Personal & business leadership coaching
- o Designed and implimented training programs through high quality presentations
- o Business relations & communication through networking
- o Host of a community TV Show in Honolulu called "It's About Time..."

### BYU OFF CAMPUS HOUSING

2004- 2010

#### Provo, Utah - King Henry Apartment Assistant and Property Manager:

- o Project Management of property of 664 Tenants and 128 Units each semester
- o Leadership and professional development - building strong cohesiveness among team
- o Created team building with employees, tenants and owners to improve overall moral
- o Audited 7 Year financials of property profits and potential earnings
- o Generated monthly reports for owners and investors
- o Created and implimented a performance management model to increase revenues
- o Improved efficiancy of semester turn over by team delegation and developed processes
- o Identify individual, departmental, and organizational needs
- o Strategically increased Spr/Sum semester occupancy from 65% to 97% for multiple years
- o Implemented incentive programs which increase profits by \$100,000 a year

### LICENSED REAL ESTATE AGENT

1998-2004

#### Utah - Independent Agent and Assistant:

- o Created and maintained client relations through real estate transactions
- o Worked with luxury homes, new construction, first time home buyers
- o Assisted top agents in showing, marketing, client reports, client retention
- o Consulted on fresh Ideas for marketing to new client
- o Commercial real estate assistant and leasing agent
- o Assisted in managing commercial lease contracts
- o Created marketing presentations and materials

### ALL AROUND DESIGN

1997-PRESENT

#### Owner, Graphic Designer:

- o Develop strategic branding through creative design
- o Logo, marketing materials and social media branding
- o Business consulting on direct marketing strategies



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## PROFESSIONAL SKILLS

Leadership & Development



Project Management & Scheduling



Communication & Conflict Resolution



Creative & Critical Thinking



Database & Time Management



Customer Service



Business Project Improvement



Budgeting & Accounts Payables



Sales & Marketing



Organizational Behavior



Decision-Making & Problem-Solving



Team Building



Negotiation & Delegation



Strategic Planning



Graphic Design



Hiring & Interviewing



## EDUCATION

UTAH VALLEY STATE UNIVERSITY & BYU HAWAII

1993-1998 & 2019

Business Management, Human Resources and Graphic Arts