

Zak Shellhammer

Las Vegas, NV

Phone: [\(702\) 277-2655](tel:(702)277-2655)

Email: zak@zak.vegas

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PROFESSIONAL SUMMARY

Dynamic Team Leader with extensive experience in Operations Management, Marketing, and Communications. Expert in navigating challenging situations with a highly adaptable and personable approach. Proven track record in driving sales, service excellence, and compliance. Skilled in fostering customer and client satisfaction through innovative problem-solving and strategic leadership.

EMPLOYMENT HISTORY

2023 - Present

Coach & Broker Associate Vegas Born Real Estate Services, Las Vegas NV

Residential & Commercial Real Estate Broker Associate and Coach

- Lead the Zak Shellhammer Group, recruiting and retaining top talent.
- Successfully managed, trained, and coached real estate agents, resulting in a 20% increase in transaction closings.
- Developed and implemented training programs that improved agent performance and client satisfaction.

2022 - Present

Business Coach & Consultant Shellhammer Consulting, Las Vegas NV

Owner/Operator

- Business coaching, consulting, and mentoring for a variety of organizations.
- Conduct training programs increasing knowledge and professionalism.
- Increased consumer engagement clicks by 99.96% and calls by 137.84%.
- Amplified social media reach by implementing strategic marketing campaigns.
- Executed successful email marketing campaigns, achieving a 44.6% open rate, significantly exceeding industry standards.
- Elevated organizations' profiles with increased local and national media coverage.
- Connected multiple businesses with new funding opportunities, enhancing their community presence and reputation.

2023 - 2024

Marketing Manager Neighborhood Housing Services of Southern NV, N. Las Vegas NV

Non-Profit Org, Financial Counseling & Affordable Housing Builder

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- Conducted Community Outreach to connect with Funders
- Dramatically boosted social media growth on Facebook by 579.7% and Instagram by 994.2%. Increasing followers on both platforms by ~300%.
- Expanded exposure on additional platforms like Twitter/X, Threads, YouTube, and Google Business through managing a consistent and strategic calendar.
- Executed Fundraising Campaigns, Events, Resources & Development
- Audio/Visual editing creating reels, presentation videos, and podcasts.

2020 - 2022

Broker / Owner Level Up Real Estate, Henderson NV

Residential & Commercial Real Estate Broker

- Manage Operational Efficiency of Real Estate Brokerage
- Manage, Train, and Coach Real Estate Agents
- Maintain Optimal Levels of Community & Professional Outreach
- Marketing & Branding Coordination (Digital, Print, & General Advertisement)
- Human Resources Management to Hire/Release/Train Employees & Agents

2009 - 2019

Operations Manager / Broker Salesperson Signature Gallery of Homes, Henderson NV

Formerly EXIT Realty Unlimited, Real Estate Brokerage, Sales, Service, Property Management

- Maintain Operational Efficiency of Real Estate Brokerage
- Manage Team up to 20 Employees & Real Estate Agents
- Transaction Coordination Oversight (30+ real estate transactions per month)
- Commercial Real Estate Analyst
- Coordinate Fannie Mae & HUD Listings from Cradle to Grave (Rolling Inventory of 30 to 50+)
- Short Sale Negotiator / Processor
- Human Resources Manager to Hire/Release/Train Employees & Agents
- Built Procedural Structure & Oversaw Property Management Division

2007 - 2009

Media & Marketing Coordinator Tailored Marketing Inc., Henderson NV

Boutique Real Estate Brokerage servicing local Las Vegas Home Builders

- Executive Assistant to Broker/Owner & Manager
- Compile Competitive Marketing Research & Reporting Analysis
- Create Marketing Campaigns & Presentations
- Produced Website, Digital Catalogs, and Design Media

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ADDITIONAL ACHIEVEMENTS

2023 - Present

Columnist/Contributor Inman News

National news organization reporting daily business intelligence for serious real estate practitioners reaching over 800,000 monthly unique visitors.

2022

Board of Directors Neighborhood Housing Services of Southern NV, North Las Vegas NV
Nonprofit Organization enhancing the lives of low-to-moderate-income individuals, families, and communities by providing affordable housing, assistance, & financial literacy counseling.

2021 - Present

Vice President & President-Elect Henderson Libraries Foundation, Henderson NV
Nonprofit Organization supporting the network of Henderson Libraries to improve financial support through gifts, grants, and bequests.

2022 - Present

President LGBTQ+ Real Estate Alliance, Las Vegas NV Chapter
The Alliance provides local gathering points for LGBTQ+ and allied real estate and housing industry practitioners. We enrich the lives of people in the industry and home buyers/sellers through education and networking opportunities.

2021 - 2022

Board of Directors & Volunteer Henderson Equality Center, Henderson NV
Local Nonprofit Organization supporting the needs of the LGBTQ+ Community and allies.

EDUCATION

- NEW FAITH HIGH SCHOOL, Hazleton PA, 2001
 - Major in Accounting / Minor in English Literature
- REALTOR® / SALESPERSON, Key Realty School of Nevada, 2010
- REAL ESTATE PROPERTY MANAGER, Key Realty School of Nevada, 2017
- REAL ESTATE BROKER, Key Realty Schools of Nevada, 2019

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MISC. SKILLS

- **Technical:** Microsoft 360, Adobe Creative Suite (Photoshop, Illustrator, InDesign, Acrobat), QuickBooks
 - **Real Estate Tools:** BrokerBrain, Boomtown, Top Producer, CINC, Chime, Skyslope, NV & AZ Multiple Listing Services, Costar, Realnex, CREXI
 - **Marketing & Social Media:** Canva, Google Adwords, Hootsuite, Buffer, WordPress
 - **Miscellaneous:** 90 WPM typing speed, proficient in PC and Linux, experienced in audio and visual production
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LICENSING

- Real Estate Broker License #145576
 - Property Manager Permit #167406
 - REALTOR®, member of Las Vegas Realtors
 - Licensed Notary Public of Nevada #08-7245-1, since 2007
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CERTIFICATIONS

- Certified Entrepreneurship & Business Coach
- Certified Residential Specialist
- Pricing Strategy Advisor
- Military Relocation Professional
- At Home with Diversity
- Seniors Real Estate Specialist
- Commitment to Excellence
- Southern Nevada Health District HIV Testing & Counseling Trainer
- CPR / AED Certified
- TAM Certified Server/Seller

Additional References Available Upon Request