

Michael Douglas Perry

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PROFESSIONAL EXPERIENCE

Investment Advisor

Magnify Investments

Santa Clara, CA

Aug 2021–Present

- Focused on income producing real estate property deals, including market analysis of real estate investment assets across the United States, with a focus on Northern California
- Advised clients on buy/sell market situations to determine highest and best value

Global Sales Intern

Cisco Systems

San Jose, CA

Jun 2021–Aug 2021

- Assisted 9 Account Managers with account research and identification of revenue growth opportunities
- Simulated sales discovery calls to position Cisco products and services to various buying personas
- Strategized and collaborated with new team members, biweekly, to develop competitive analysis and tactical sales plays

Sales Development Intern

Cisco Systems

San Jose, CA

Jun 2020–May 2021

- Collected, analyzed, and compiled over 3,500 accounts of customer data into primary sales enablement tool, informing sales and channel strategy for upcoming fiscal year
- Designed and curated content to transition an internal Cisco portal to a new, innovative, and living platform

Real Estate Development Intern

Metropolitan Land Group LLC

Portland, OR

Aug 2019–Sept 2019

- Analyzed different real estate fields through the perspective of independent real estate firms and represented MLG at a multitude of real estate conferences discussing urban growth construction and the future of Portland real estate development

Commercial Real Estate Brokerage Intern

Intero Real Estate Services

San Jose, CA

May 2018–Aug 2018

- Used CoStar to stay up to date on market trends and did market research on property values to best assist clients

EDUCATION

Santa Clara University

B.S. Economics & Minor in Real Estate

Santa Clara, CA

Sep 2018–Jun 2022

Bellarmino College Preparatory

High School Diploma

San Jose, CA

Aug 2014–May 2018

INVOLVEMENT

Real Estate Association Co-President

Santa Clara University

- Collaborated with major Bay Area real estate developers such as the Sobrato Foundation and Dinapoli Capital Partners on a consistent basis to deliver relevant speaker panels and market data to students

Wellness Chair

Sigma Pi Fraternity Zeta Eta

- First Committee Chair dedicated towards wellness and mental health, represented the fraternity and spoke at school panels about the importance of mental health awareness among Greek life, and organized events to promote mental health practices

Big Brother

Big Brothers Big Sisters of America

- Created relationship support for one-on-one mentoring to ignite the power and promise of the youth

PROJECTS

Real Estate Investment Portfolio

- Purchased single family residential property in Fort Worth, Texas
- Built relationships with realtor, lender, and property manager
- Experienced researching markets, networking with investors, and calculating cost analysis for properties