

Vishang Patel

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Profile

Project and operations professional with 3+ years of experience coordinating deadline-driven work across real estate, hospitality, field sales, and startup environments. Led 20+ end-to-end transactions totaling \$20M+, managing milestones, documentation, vendors, risks, and stakeholder communication from intake through close. MBA candidate with a concentration in Project Management, with strengths in cross-functional coordination, process improvement, and issue resolution.

Work Experience

Realtor, Cornerstone Real Estate Group 2023 – present

- Led 20+ residential and land transactions totaling \$20M+, managing milestones, dependencies, documentation, issue resolution, and communication across clients, lenders, escrow teams, inspectors, contractors, vendors, and agents from intake through close.
- Built and executed end-to-end listing launch plans covering scope, pricing strategy, vendor schedules, marketing deliverables, client approvals, and go-live milestones.
- Coordinated staging, photography, cleaning, painting, inspections, repairs, and renovation workstreams while resolving scheduling conflicts and maintaining launch deadlines.
- Attracted 200+ buyer groups within 48 hours of launch and achieved sales up to \$150K above asking through coordinated pricing, marketing, and offer strategy.
- Earned Top Producer, High Sales, and Master Club recognition and closed a career-high \$4.4M transaction.

Sales and Marketing Representative, Techtronic Industries 2023 – 2024

- Coordinated inventory, ordering, merchandising, and issue resolution across 7 retail accounts, maintaining product availability, brand compliance, and inventory accuracy.
- Increased sales by 7% across seven assigned retail accounts through stronger merchandising, inventory availability, and conversion from competing brands.
- Maintained tracking and reporting for sell-through, stock movement, and account execution, improving operational visibility for field and branch leaders.
- Partnered with store leadership, vendors, and internal teams to resolve execution gaps and support sales performance.

Acting Manager, Travelers Inn 2022 – 2023

- Managed daily operations for a 50-room motel, coordinating staff, vendors, inventory, guest issues, cost controls, and financial reporting.
- Increased occupancy approximately 30% through targeted outreach and local partnership development.

Internship

Startup Operations/Project Management Internship, Fusion Energy, LLC 2024 – 2025

- Supported startup operations through office setup, workflow coordination, vendor support, process documentation, and day-to-day operational planning.
- Assisted with project coordination across sales strategy, workplace organization, and internal process development, gaining hands-on experience with task tracking, timelines, stakeholder communication, and execution planning.

Skills

Project Management

Project Coordination • Timeline Management • Scheduling • Budget Tracking

Operations & Process Improvement

Operations Management • Process Improvement • Workflow Optimization • Issue Resolution

Stakeholder & Vendor Management

Vendor Coordination • Stakeholder Communication • Cross-Functional Collaboration • Client Operations

Business & Documentation

Sales Operations • Reporting & Documentation • Contract Coordination

Tools

MLS, DocuSign, ZipForms, CRM Systems, Canva, Jira, Microsoft Office, Google Workspace, SAP (Concur, Service Manager)

Education

MBA, Project Management Concentration, Chico State University 2025 – Present

Coursework covers organizational behavior, people management, business analytics, and strategic decision-making.

Bachelor of Science in Business Administration- Finance, Real Estate, and Law, 2022

California Polytechnic University, Pomona ☑