

Chandler Williamson

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EDUCATION

Canopy Real Estate Institution
N.C. Broker Prelicensing

Expected Graduation: December 2022

North Carolina Central University, Durham NC
BS: Hospitality and Tourism Administration

Expected Graduation: December 2022

Southeastern University, Lakeland FL
BS: Hospitality and Tourism Management

August 2019 - May 2020

SKILLS

- Fosse & PMS Reservations Software
- Reserve Cloud and OneSource

EXPERIENCE

She Has A Deal, October 2022 - Current
Participant

- Actively learns about investing in hotels & sourcing deals, analyzing the market, projecting the return on investment, structuring the deal and raising capital.
- Attends 20+ live master classes & workshops with hotel industry luminaries and weekly group coaching
- Collaborate with SHaDNetwork of Industry Leaders and Investors
- Researches a hotel deal, analyzes it, and prepares to pitch in front of top industry leaders for an opportunity to win \$50,000 in deal equity

Project Destined, August 2022 - Current
Internship, Brookfield Properties

- Evaluates live Real Estate deals in Raleigh, NC
- Prepares and presents an investment memo to Real Estate professionals from Brookfield, Greystar, CBRE, and other real estate firms
- Receiving 60+ hours of training on real estate fundamentals, property valuation, deal financing, financial modeling, and market research

Residence Inn Durham, October 2021 - September 2022

Sales Coordinator

- Prepares pricing strategies for current and new accounts and groups to enhance sales
- Maximizes profitability during every quarter
- Advises in development and preservation of yearly business plans with Director of Sales and Marketing and Corporate Revenue Manager
- Responds to customer inquiries by staying up to date on market and industry trends and finding unique solutions to issues
- Liaises with guests, management, and sales team to better understand customer needs and recommend applicable solutions
- Establishes and nurtures impactful relationships with customers to cultivate loyalty

Marriott Durham City Center, June 2021 - October 2021

Front Desk Agent

- Greeted incoming guests, issued room keys, and provided information regarding policies and amenities
- Enhanced guest satisfaction by answering inquiries about business operations and policies, resolved concerns, and developed creative solutions to guest concerns
- Aided housekeeping and food and beverage department to meet needs of guest

Discover Durham Workforce Development Intern, June 2021 - August 2021

Internship

- Coordinated with event arrangements and delivered F&B job fair
- Managed the development of hospitality workforce development programming
- Executed outreach and communications to Durham hospitality businesses and entrepreneurs
- Presented in and facilitated hospitality career panels
- Communicated with current and future business partners for data management

INVOLVEMENT/VOLUNTEER/CERTIFICATIONS

- The National Society of Minorities in Hospitality, 2021 - Current
National Membership Director, 2022-2023
Vice President, 2022-2023
Membership and Recruitment Chair, 2021-2022
- Eta Sigma Delta International Hospitality Management Honor Society, 2022 - Current
Vice President, 2022-2023
- The National Society of Leadership and Success, 2020 - Current
- Alpha Kappa Mu Honor Society, 2022 - Current
- Omega Nu Lambda National Honor Society, 2021 - Current

- 26th Annual International African American Hotel Ownership & Investment Summit & Trade Show - 2022
- 9th Annual International & Heritage Tourism Summit -2022
- 44th NYU International Hospitality Industry Investment Conference - 2022
Celebrating Diversity Winner & Volunteer
- Durham Rescue Mission Thrift Store, 2022
- Women's Health Awareness Day, 2022
- King's Park International Serve Team, 2022 - Current
Easter Sunday Activities Durham, NC
- Feeding Durham Together - 2021
- Event Coordinator, Cvent Supplier Network Certification 2020

2. Hospitality.