

KUBRA DOGAN

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Multifamily Leasing & Property Management Leader | Luxury Lease-Up | Revenue Strategy & NOI Optimization

PROFESSIONAL SUMMARY

Top-performing property management and leasing leader with 10+ years of experience driving record-breaking lease-ups, maximizing occupancy, and delivering resident experiences that earn recognition. The only leasing professional featured nationwide by Bozzuto for best practices in resident trust and review excellence. Led Oakland's fastest lease-up in five years, ranked among the top sales performers nationally more than ten times, and nominated for Highest Sales Velocity. Currently at Apartments.com (CoStar Group) consulting multifamily ownership groups on occupancy strategy using the industry's most comprehensive market intelligence platform — bringing a market-wide perspective most property professionals never develop. Proven leader in team development, NOI optimization, revenue management, and digital marketing. Content creator reaching 4.5M views in 60 days, demonstrating the same trust-building skills that drive leasing performance.

CORE COMPETENCIES

- Multifamily & Senior Living Leasing
- Lease-Up Strategy & Execution
- Revenue Management & NOI Optimization
- Resident Retention & Renewal Programs
- Team Leadership, Coaching & Development
- Fair Housing Law Compliance
- Market Analysis & Occupancy Strategy
- Digital Marketing & Social Media
- CoStar Market Intelligence
- Yardi Voyager / RealPage / BlueMoon
- DocuSign & CRM Platforms
- Matterport, Realync, Canva

PROFESSIONAL EXPERIENCE

Multifamily Market Consultant & Sales Associate | [Apartments.com \(CoStar Group\)](#) | Richmond, VA 11/2025 – Present

- Consult multifamily ownership groups across an assigned territory on occupancy strategy, competitive positioning, and digital advertising performance using CoStar's industry-leading market intelligence platform.
- Analyze vacancy trends, absorption rates, demand forecasting, and competitive pricing data across entire markets — providing clients with insights most property-side professionals never access.
- Build trusted advisor relationships with property owners and operators, translating real-time market data into actionable leasing and revenue strategies.
- Manage full client lifecycle via CRM including pipeline development, portfolio performance reviews, and strategic recommendations.

Leasing Manager | [Bozzuto](#) | Oakland, CA 02/2024 – 07/2025

- Directed leasing for a \$400M luxury high-rise (452 units, 17,000 sq. ft. retail) in one of California's most competitive rental markets — achieving Oakland's fastest lease-up in five years, surpassing 75% occupancy within 8 months.
- Featured nationwide by Bozzuto in a published article on best practices for resident trust and review excellence — the only leasing professional on their platform recognized this way.
- Coached and led high-performing leasing team to a 68% closing ratio through targeted training, accountability systems, and performance management.
- Nominated for Highest Sales Velocity; recognized multiple times as a top leasing professional at the national level.
- Partnered with ownership and asset management on pricing, yield management, and ancillary revenue strategies to maximize NOI; delivered financial reporting directly to ownership.
- Developed Instagram and digital marketing campaigns that drove qualified traffic, community visibility, and brand engagement ahead of building opening.

Leasing Manager | [Bozzuto](#) | Fairfax, VA 05/2023 – 02/2024

- Oversaw leasing and renewals for a stabilized 496-unit garden-style community, consistently exceeding occupancy and revenue targets.
- Achieved 75%+ renewal rate through personalized resident engagement, proactive follow-ups, and a full resident lifecycle retention strategy.

- Maintained 65% closing ratio; managed all documentation, compliance, pricing updates, and reporting through Yardi Voyager.
- Executed social media marketing campaigns that boosted community visibility and drove resident interaction.

Leasing Agent & Weekend Concierge | **Bozzuto** | Reston, Tysons Corner & Fairfax, VA 02/2020 – 05/2023

- Contributed to occupancy and revenue growth across premium high-rise communities, achieving ~75% tour-to-lease conversion ratios and consistently surpassing company targets.
- Managed prospect follow-ups and resident relations via CRM; assisted in community events to drive engagement and improve retention.
- Delivered five-star concierge service including package management, access control, amenity reservations, and vendor coordination for luxury residential communities.

Sales Manager & Customer Service Lead | **Maid Bright** | Herndon, VA 02/2017 – 06/2021

- Promoted to Sales Manager within one year; increased client acquisition by 30% through consultative sales and tailored service packages.
- Maintained 95%+ client satisfaction through optimized scheduling, quality control, and proactive communication.

EARLIER EXPERIENCE

Guest Relations & Sales Associate — Vogue Hotel Bodrum, Turkey (2013–2014) | Delivered elite hospitality, VIP bookings, and loyalty program sales for a luxury hotel property.

Executive Assistant Manager — Babatan Law Firm, Ankara, Turkey (2011–2013) | Managed executive communications, legal logistics, and high-profile client liaison.

EDUCATION

Bachelor of Arts, Philosophy — Gazi University, Ankara, Turkey

LANGUAGES & ADDITIONAL

Languages: Turkish (Native) • English (Native/Bilingual) • Korean (Elementary)

Content Creator: @mihriyekubra — 4.5M reel views in 60 days across a Turkish-American audience of 13K followers. Demonstrates advanced social media strategy, community building, and digital audience engagement.