



# AMANDA ULF

*Specializing In  
Industrial, Land & Investment  
Brokerage*

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License ID: 02135282

## EXPERIENCE

Lee & Associates, Inc., Downtown Los Angeles February 2023

Compass April 2021 - February 2023  
Real Estate Agent Greater Los Angeles, CA

- Advised buyers and sellers on market conditions, prices, and unofficial appraisals.
- Successfully negotiated lease terms and purchase agreements to win for my clients.
- Generated new business by creating targeted advertisements and digital media campaigns.
- Prospected by holding open houses, making cold calls, and networking at industry events.
- Organized property closings and managed contracts, overseeing signatures and closing details.

The Coit Group July 2015 - March 2018  
Senior Recruiter San Francisco, CA

- Generated over \$1M in revenue during tenure at the company.
- Managed and ran a full-cycle recruiting desk specializing in placing senior marketing, sales, customer success, and product executives within our top tier accounts.
- Acted as client liaison for both large scale hiring initiatives and specialized, high-touch talent searches.
- Primary responsibilities included: talent sourcing, screening candidates, cold calling, drafting job descriptions, writing and managing all client-facing correspondence, crafting candidate profiles, coordinating all forms of interviews, and offer negotiations both internally and with candidates.
- Created all outbound sales and informational content for recruiting efforts including, but not limited to: initial pitches, job descriptions, candidate profiles, interview guides, and account plans.
- Managed, created and updated multiple applicant tracking systems.

Los Angeles Dodgers January 2015 – May 2015  
Inside Sales Representative Los Angeles, CA

- Generated over \$300,000 in new ticket sales for the 2015 season.
- Conducted telephone call campaigns to acquire new business and retain current clients.
- Made 100+ phone calls daily while taking inbound calls and servicing over 150 accounts.
- Provided a superior level of customer service to all season ticket holders and new business prospects.
- Scheduled face-to-face appointments and led stadium tours to maintain and establish relationships.

## EDUCATION

University of Oregon  
- Bachelor of Arts in Journalism  
- Minor in Communication Studies