

DOMINIC LAUCHENGCO

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EXPERIENCE:

MEDICAL SALES COLLEGE, Sarasota, FL
Orthopedic Reconstruction and Trauma Student

October 2019- December 2019

- Completed an immersive eight week 320 hour course comprised of product knowledge, medical procedures, orthopedic reconstruction, TKA, THA, TSA, biologics, trauma, and sales training
- Established a strong foundation knowledge of anatomy, physiology, pathology, biomechanics, and medical terminology
- Developed actionable business plan for target market through preparation of 40+ orthopedic profiles in the NYC region
- Acquired a comprehensive understanding of image analysis, radiography, surgical techniques with instrumentation, along with operating room protocol and etiquette in the sterile field to effectively navigate hospital environment
- Participated in 40+ hours of role-playing to develop competency to build rapport and converting clientele

BOLD NEW YORK, New York, NY
Real Estate Sales Person/ New Development Project Manager

September 2014- Present

- Managed and maintained relationships with 443 clients on current real estate information regarding current economic events
- Achieved a gross profit of \$16M Sales goal in 2017 and consistently exceeded monthly quota for rentals
- Presented, strategized, and negotiated real estate pricing for vacant real estate sale properties with prospective buyers
- Corporate Sales Training - sales associate, customer service, cold calling/soliciting, inventory and client management, order processing, shipping and handling materials for new construction buildings
- Sold a gross profit of \$14,425,000 in real estate the first three months of attaining license in 2015
- Rented 68 apartments in Manhattan and Brooklyn with gross profit of \$440,000 in 2016

JEFFREY NEW YORK, New York, NY
Sales Associate/Buying Assistant

May 2012 – October 2014

- Managed men's wear existing accounts-ensured customer satisfaction, project necessary store inventory and relationship building
- Continually exceeded monthly quota of \$100,000 and attained all company goals
- Compiled reports, calculated budgets/sale totals, liaised with shop personnel to ensure inventory was available at all times

WASHINGTON REDSKINS NFL, Ashburn, VA
Trainer/Strength & Conditioning Coach Assistant

January 2010 – January 2012

- Developed and managed training programs of athletes during the off and in-season schedule
- Vast knowledge of human anatomy and rehabilitation techniques

AWARDS/ATHLETICS:

Track and Field College Scholarship/Collegiate Pole Vaulter

2006-2010

EDUCATION:

PARSONS SCHOOL OF DESIGN, THE NEW SCHOOL, NEW YORK, NY
Associate of Applied Science in Marketing

December 2013

UNIVERSITY OF NORTH CAROLINA AT WILMINGTON, WILMINGTON, NC
Bachelor of Science in Exercise Physiology

May 2010