

BENJAMIN ALPERN

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BenAlpern.com

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Objective: Secure Property Management position in either the residential or commercial space.

Work Experience

Intercontinental Real Estate Corporation, Tenant Coordinator

November 2023 – September 2024

- Assisted in the management of three commercial properties (450,000+ sf) and five residential buildings (300+ units) in the Boston area. Responsible for preparing and facilitating hard and electronic leases. Interacted with both tenants and owner representatives to address issues and corrective measures. Invoicing tenants for work not included in the lease. Utilized YARDI on a daily basis to manage properties, bill backs and work orders.

Trulieve, Wholesale Account Manager

October 2022 – September 2023

- Responsible for wholesale cannabis sales to dispensaries and manufacturers in Massachusetts. Sell both finished products and bulk cannabis. Primary focus is opening up new relationships with dispensaries as well as reviving delinquent accounts. Strengths include understanding needs of retailers/manufacturers, relationship-building and deep product knowledge.

Reverie 73, Project Manager

September 2020 – April 2022

- First employee of a three-location adult use cannabis dispensary in Massachusetts. Wore multiple hats including helping to secure Host Community Agreements in Lowell, Beverly and Gloucester, MA. Prepared various materials and presentations for partners for planning, zoning, parking and design review meetings. Approached and met with dozens of cannabis cultivators, manufacturers and distributors of accessories in order to vet and select brands and products to stock in our first location. Directly responsible for creating the product mix and in-store merchandising of displays.

Colorado Rapids Soccer Club, Inside Sales Representative

January 2020 – September 2020

- Responsible for generating game day ticket sales. Assisted with developing fan retention programs. Specific duties include prospecting a minimum of 50 calls/day, processing ticket orders and providing exceptional customer service to new clients.

Boston Red Sox, Premium Sales & Service

April 2019 – September 2019

- Responsible for premium clients' total game day experience. Duties include meeting clients and their guests (as few as 10 or as many as 400), engaging with them in conversation, giving behind the and on-field tours, ensuring that clients get to their suite or hospitality destination and problem-solving any issues. **Awarded the 2019 Employee of the Season for Sales and Service.**

Internships

Tampa Bay Buccaneers, Partnership Game Day Staff/Training Camp Assistant

April 2017 – December 2017

Tampa Yankees, Game Day Operations Intern

Summer 2016

Lowell Spinners, Media Relations Associate

Summer 2014

Education

University of Tampa

- MS in Entrepreneurship/Entrepreneurial Studies, 3.7 GPA 2019
- BS in Sport Management, 3.5 GPA 2017
 - Minaret Academic Scholarship Recipient 2013-2017
 - University of Tampa Men's Soccer Team 2013-2017
 - Sunshine State Conference All-Academic Honors 2013-2017