

YLA FLORES

Realtor® | Government Operations Consultant II and Leasing Specialist

561.714.7811 | ylaflores@gmail.com

Professional Summary

Dedicated and experienced housing and leasing professional with over 20 years of combined sales, including real estate, commercial and government property management. Proven success managing regional lease programs, overseeing compliance, and collaborating with municipal partners to ensure efficient operations. Skilled in policy interpretation, performance management, and building relationships across agencies and communities with marketing and social media engagement. Recognized for strong leadership, analytical thinking, and an unwavering commitment to housing accessibility and public service.

Core Competencies

Affordable Housing Programs • Program Compliance and Policy Implementation • Marketing, Social Media and Community Engagement • Data Tracking and Performance Management • Grant and Budget Oversight • Public Relations and Outreach Strategy

Professional Experience

Government Operations Consultant II | Real Property Lease Management Coordinator
Florida Department of Corrections, Region IV

2024 – Present

- Oversee the regional real property lease management program, ensuring compliance with state leasing policies and federal standards.
- Conduct quarterly site inspections of leased facilities and coordinate corrective actions with lessors.
- Draft official correspondence, negotiate lease terms, and support Central Office in space planning and utilization strategy.
- Advise Regional Directors on facility needs, build-out projects, and contract renewals.
- Maintain accurate records and reports in alignment with records retention and audit requirements.

Realtor Associate | Coldwell Banker and Premier Brokers International, Inc.

2021 – Present

- Facilitate residential and commercial property transactions, providing expert guidance on pricing, contracts, and compliance.
- Develop and execute property marketing strategies including MLS listings, open houses, and community outreach.
- Advise first-time home buyers and clients on financing, government programs, and property eligibility requirements.

- Collaborate with lenders, inspectors, title companies and legal professionals to ensure contract compliance and successful closings.
- Recognized for achieving top sales awards and exceptional client service in 2022 and 2023.

Indirect Account Executive | Sprint Corporation, South Florida Region

2003 – 2020

- Managed territory operations across multiple partner accounts, ensuring sales growth and operational compliance.
- Trained partner teams on product line, services and how to effectively market to meet the targets and monthly and yearly goals.
- Prepared performance reports and presented strategic recommendations to regional management.
- Strengthened communication between departments to enhance productivity and meet key performance indicators.
- Consistently achieved quota, revenue targets and accurately and punctually prepared forecasts and weekly activity reports.

Education

South University – A.S., Business Administration

Climer School of Real Estate – Licensed Florida Realtor

Certifications and Skills

Licensed Realtor®, State of Florida • Bi-lingual – Spanish • Management • Problem solving
• Communication • Leadership • Negotiation • Responsive

Awards & Recognition

- Top Sales Award, Premier Brokers International – 2022 and 2023
- Recognized for Excellence in Customer Service and Client Relations
- Multi-Million Dollar Club Member
- Ambassador for FightCRC – Advocating for Public Health Awareness

Community Involvement

Active contributor to Palm Beach County housing initiatives focused on affordable housing access and workforce development. Partnering with community organizations, housing agencies, and local governments to promote fair housing and equitable opportunities.