



Demetrios Salpoglou

EXECUTIVE SUMMARY

A proven leader who has helped transform the real estate industry using: vision, teamwork, strategic business analytics, software development and data driven results. Advises thousands of real estate owners and helps them achieve maximum profits and best practices for their investments. Owns and operates six offices comprised of over 140 leasing and sales real estate professionals. Transformed several real estate brands and combined them to help lease the most apartments in the history of New England. Developed the largest real time apartment database in the Greater Boston area comprised of over 16k landlords and totaling over 182k listings.

CONTACT DETAILS

Mobile Phone: 617-306-5858
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CORE COMPETENCIES

- Company Management
- Leadership
- Team Building
- Strategic Oversight
- Software Development
- Market Insights
- Sales Development
- Public Relations
- Client Outreach
- Budget Management
- Negotiation
- Search Engine Optimization

EXPERIENCE

Padgea, Inc. | Boston, MA

President & Director | March 2020-present

Strategic architect of Padgea leasing procurement process, leasing reporting tools for multidisciplinary vertical channels, UI design, front end search engine optimization and sales user interfaces. Developing sales and marketing channels for national roll out, brand awareness and media relations.

Douglas Paul Real Estate, LLC | Cambridge, MA

CEO | 2015-present

Boston Pads, LLC | Boston, MA

CEO | 2010-present

Jacob Realty, LLC | Boston, MA

CEO | 2006-present

NextGen Realty, Inc. | Allston, MA

CEO | 2004-present

Rentmyunit.com, Inc d/b/a Boardwalk Properties | Allston, MA

CEO | 2003-present

Strategic acquisition of existing offices Douglas Paul Real Estate, Jacob Realty, NextGen Realty, and Boardwalk Properties to form the largest apartment leasing team in New England. Built proprietary and collaborative software to advance the real estate industry and launched bostonpads.com. Areas of expertise include: apartment & commercial leasing, residential & commercial sales, property management, commercial and residential acquisition advisement, search engine optimization and custom software development.

ACADEMIC PROFILE

American University - Washington, DC

Graduated 1994

BS in Environmental Science & BS in Political Science

Activities: Student Government, Investment Club, Hellenic Association and White House Internship for Congressman Moakley

CERTIFICATIONS

Licensed Real Estate Broker, Feb 2003

Certified Massachusetts Real Estate

Instructor

PUBLIC SERVICE

Served on the Plan Dudley Mayor's Committee overseeing new city developments

AFFILIATIONS

Forbes Real Estate Council

Member of Small Property Owners Association

LANGUAGES

Fluent in both Greek & English

Screaming Access, Inc. | Co-Founder & VP of Sales

June 2000 - December 2002

Boston, Ma

National internet-based start-up developing advertising based solutions for affordable broadband. Developed national sales goals/channels and infrastructure roll out. Obtained venture capital funding but unable to progress due to the rapid .com demise.

Yipes Communications | Regional Sales Manager

November 1999 - June 2000

Boston, MA

Sales of flexible gigabit ethernet solutions for large enterprise class customers. Developed largest pipeline of customers for Yipes sales department. Resigned from company to pursue internet-based start ups.

Flashcom | Sales Executive

December 1998- October 1999

Boston, MA

Sales of flexible gigabit ethernet solutions for large enterprise class customers. Developed largest pipeline of customers for Yipes sales department. Resigned from company to pursue internet-based start ups.

Communica Inc. | Sales Professional

September 1996 - November 1998

Bourne, MA

Sales of custom software development solutions. Exceeded company sales goals every quarter. Outperformed all other sales agents in number of transactions and overall grossing numbers. Delivered largest customer in company history.

East Coast Realty | Licensed Salesperson

November 1994 - September 1996

Boston, MA

Real estate professional. Residential leasing and sales through out Greater Boston. Top producer with highest one month and yearly total.