

# MAIKY PEREZ DE CORCHO

A SEASONED, DEDICATED PROFESSIONAL WITH EXPERTISE IN HEALTHCARE, REAL ESTATE, & PHARMACEUTICAL SALES, COMMITTED TO COMMUNITY & EDUCATION.

## PROFILE

A passionate and highly experienced professional with expertise in healthcare, real estate, pharmaceutical sales, children's counseling, and public school advisory, certified in healthcare and pharmaceuticals, and actively involved in community and education.

## CONTACT

1 (305) 747 3016  
maikyp@hotmail.com  
Aventura, Florida

## EDUCATION

**California Board of Registered Nursing & Quality Care Health Foundation (QCHF),**  
Qualified Mental Retardation Professional (QMRP)

**Zurich North America: National Medical Director,** Opioid Abuse: A US Epidemic

**R&M Enterprises Medical Pass & Nurse Attending Certification Program,** Clinical Pharmacology, Marketing and Chemistry, Certification Program

**Primary Care Training / EMP International,**  
Basic Medic First Aid

**Contemporary Pharmacoeconomics:**  
Focus on Pain Management

**Jean Piaget University,**  
Bachelor of Applied Science - BASc,  
Psychopedagogy - Special Education

## WORK EXPERIENCE

### President, Parent Teacher Association

Alonzo & Tracy Mourning Senior High 2023 - Present

**Vice President** 2018 - 2023

- Developed and executed strategic plans to address the needs and goals of the school community.
- Oversaw fundraising initiatives, including capital raising, to support various school programs and projects.
- Managed the PTSA budget, ensuring responsible financial stewardship.
- Acted as a liaison between the school and the PTSA, advocating for the interests of students and parents.
- Implemented and promoted programs to enhance parent involvement and engagement in school activities.
- Coordinated and participated in community outreach and volunteer efforts.
- Provided support for educational and extracurricular activities to benefit students.
- Served as a representative of the PTSA at school and district meetings.
- Fostered a spirit of collaboration and unity within the school community.
- Handled administrative tasks, including record-keeping, communication, and event planning.

### Community Involvement Advisor

Miami Dade County Public Schools 2020 - Present

- Collaborated with a diverse group of community members and education stakeholders to provide valuable input and recommendations to Miami-Dade County Public Schools.
- Actively participated in committee meetings, contributing to discussions, and providing insights on community engagement and educational matters.
- Assisted in the development and evaluation of programs and initiatives aimed at fostering community involvement and enhancing the educational experience within the school district.
- Worked to identify and address community concerns related to education, acting as a liaison between the school district and local residents.
- Engaged in outreach efforts to encourage community participation in school-related events, programs, and initiatives.
- Provided valuable feedback on district policies, practices, and strategies to ensure alignment with the needs and expectations of the local community.
- Collaborated with committee members to create and implement strategies for enhancing the overall educational environment in Miami-Dade County Public Schools.
- Played an active role in advocating for improved communication and cooperation between the school district and the community.
- Acted as a representative of the community, advocating for the interests of students, parents, and local residents.
- Contributed to the development of recommendations and solutions to enhance educational equity and opportunities for all students in the district.
- Demonstrated a strong commitment to promoting community involvement in education and fostering positive relationships between the school district and the local community.

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## SKILLS

Healthcare Management  
Real Estate Expert  
Pharmaceutical Sales  
Community Engagement  
Excellent Communication Skills  
Ethics and Confidentiality  
Parent Guardian Communication  
Documentation & Data Analysis  
Assessment & Evaluation  
Cultural Competence  
Conflict Resolution & Mediation  
Crisis Management  
Collaboration  
Advocacy

## LANGUAGES

English   
Spanish 

## REFERENCES

References, additional information, and documentation can be provided upon request.

## WORK EXPERIENCE

### Qualified Mental Retardation Professional

Casa Healthcare: Intermediate Care Facility for Developmentally Disabled with Nursing needs 2000 - 2008

- Experience and specialized training in treating and working directly with developmentally disabled children, ensuring their well-being and development.
- Conducted territory analysis and utilized managed care data to improve client engagement and service delivery.
- Conducted comprehensive functional assessments and administered psychotropic medications, ensuring the proper care and treatment of developmentally disabled clients.
- Managed consents, behavioral programs, patient data collection, and plan implementation to address individual needs and goals effectively.
- Collaborated with a multidisciplinary team, including licensed nurses, psychologists, physical therapists, occupational therapists, speech therapists, audiologists, recreational therapists, and RNs, suggesting objectives and plans of action to enhance client outcomes.
- Provided nursing care, including medication administration, monitoring vital signs, and addressing medical needs of clients.
- Developed and implemented policies and procedures to safeguard the rights and well-being of clients.
- Reviewed and improved treatment and behavior modification programs, tailoring interventions to meet individual client needs.
- Managed ICF/DDN admissions and discharges, ensuring a smooth transition and continuity of care for clients.
- Provided active treatment to clients and implemented staff training programs to enhance their skills and knowledge.
- Efficiently managed a variety of administrative tasks, including those related to accounting, finance, bookkeeping, payroll, audit, and billing.
- Maintained daily census data, facilitating accurate record-keeping and reporting.
- Managed and maintained medical records, ensuring the confidentiality and accuracy of client information.
- Communicated with Primary Care Physician offices and Social Workers, providing necessary patient discharge information and informing them of patient admissions.
- Successfully managed sales, marketing, admission, and administrative tasks, contributing to the financial health of the organization.

### Pharmaceutical Sales Representative

Accurix Laboratory (Toxicology) 2018 - 2019

- Successfully promoted and sold pharmaceutical products to healthcare professionals.
- Established and maintained strong relationships with key medical practitioners.
- Demonstrated in-depth product knowledge and communicated complex medical information effectively.
- Achieved and exceeded sales targets, consistently driving revenue growth.
- Conducted market analysis and implemented strategic sales plans to maximize product reach.
- Stayed updated on industry trends and developments to provide informed customer support.

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## WORK EXPERIENCE

### Accounting Manager Assistant

Algon Corp Pharmaceuticals

2018 - 2019

- Supported the Accounting Manager in financial operations, including accounts payable and receivable, financial reporting, and budgeting.
- Ensured accurate and timely processing of financial transactions, including invoice processing and vendor payments.
- Collaborated in the preparation of financial statements and reports, contributing to data accuracy and compliance.
- Assisted in budget development, cost analysis, and financial forecasting, optimizing financial planning.
- Maintained organized financial records and documentation to facilitate audits and regulatory compliance.
- Contributed to process improvement initiatives, enhancing efficiency and accuracy in financial operations.

### Licensed Realtor (18 Years of Experience)

Élite Real Estate Worldwide

2005 - Present

President's Club Award Winner

2012 - 2013

- Successfully navigated the real estate field for over 18 years, with a diverse portfolio covering sales, rentals, and flips, catering to investors, individual buyers, and families.
  - Proficiently marketed properties, expanding personal business through a comprehensive approach that includes print advertisements, direct mail campaigns, online resources, social media platforms, and referrals.
  - Skillfully collaborated and facilitated the closure of real estate deals by liaising with a network of professionals, including attorneys, private and municipal inspectors, survey companies, and financial specialists.
  - Added value to clients and customers through informed insights into real estate trends, municipal ordinances, and shifts in overall economic conditions.
  - Consistently exceeded expectations and maintained a high level of client satisfaction by leveraging an extensive knowledge base developed over 18 years in the real estate industry.
  - Developed a reputation for effective negotiation and deal-making, consistently achieving favorable terms for clients.
  - Demonstrated exceptional market analysis and pricing strategies, resulting in quick property sales at optimal prices.
  - Established a strong network of real estate professionals, contractors, and industry contacts, ensuring access to a wide range of resources and services.
  - Regularly kept abreast of the latest real estate regulations, market trends, and emerging technologies to provide clients with the most current and valuable information.
  - Consistently met or exceeded sales targets and played a key role in facilitating real estate transactions.
  - Acted as a trusted advisor to clients, providing guidance on property investments, renovations, and value-maximizing strategies.
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