PROFESSIONAL EXPERIENCE

████ Commercial Real Estate Services   ███████, █

Investments Sales - Associate   *August 2022 – Present*

- Initiated comprehensive CRE transaction processes, from trend analysis and financial modeling to due diligence, enhancing transaction accuracy and stakeholder confidence
- Identified and communicated strategic client needs to management, formulating value-driven solutions that enhanced operational efficiency and client satisfaction
- **Selected Transaction Experience**
  - Composed Excel Pro-forma to forecast financial trajectory of $12mm investment property, integrating cash flow and sensitivity analysis to inform loan structuring and investment planning
  - Conducted ad hoc valuation of business entities and real estate holdings, uncovering a key $3mm investment opportunity through in-depth market and competitive
  - Negotiated a strategic medical space acquisition, boosting patient occupancy by 25% and securing favorable lease terms to support operational growth of a leading healthcare provider
  - Leveraged advanced market analytics to identify and capitalize on undervalued real estate investments, achieving portfolio diversification and a 10% increase in annual cash flow

Corporate Intern   *May 2022 – August 2022*

- Provided market analysis and local area real estate trends to Senior Vice President, using CoStar
- Assisted in closing over $5mm of commercial property sales for close investors

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Consulting Intern   *May 2021 – August 2021*

- Examined commercial insurance coverage plans and provided research assessment to senior consultants
- Actively coordinated with producers to maintain and expand clientele base in upwards of 30 businesses

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Project Manager   *May 2020 – January 2021*

- Managed job site and office operations for installation and maintenance of commercial roofs across the tri-state region of New Jersey, New York, and Pennsylvania while meeting deadlines
- Consolidated the firm's financial records into MS Access as reference data, enabling streamlined data retrieval

PROFESSIONAL CERTIFICATES

Programming for Everybody, Getting Started with Python University of Michigan (2023) *online course*

Business Analytics with Excel Johns Hopkins University (2024) *online course*

PROJECTS

Real Estate Investment University Project

- Synthesized comprehensive financial models to evaluate real estate investments, focusing on NPV, required IRR, and leveraged cash flow, culminating in a detailed projection of five-year profitability using Excel

CLO University Final Project

- Delivered a detailed presentation on the intricacies of CLO's, evaluating their composition, potential risks, and effects on the investment sector, resulting in a deepened understanding of fixed income instruments

Python Trading Software

- Developed a Python based trading algorithm to identify undervalued stocks using key indicators such as RSI, capital structure, and quarterly updates with integration of results into Excel for investment decision making

FX GBP Project

- Imported data into Excel to identify trends between British oil production, futures, and derivatives to the value of the GBP, resulting in the identification of a significant correlation between production levels and GBP worth

Employee Productivity Power BI Project

- Utilized PowerBI to present revenue and non-billable KPIs to business owner to make business decisions

SKILLS

Proficient in Microsoft Office, Outlook, Python, PowerBI, Tableau, Bloomberg Terminal Certified, Real Estate License

EDUCATION

█████████████   Graduated: May 2023

█████████████████   GPA: 3.3

B.S. Business Administration Finance and Real Estate Degree

- **Extracurricular Activities:** Division 1 NCAA football player, Economics and Finance Club
- **Awards & Honors:** Athlete Academic Honors List, Soar Academic Scholarship recipient
- **Relevant Coursework:** Information Technology for Business (Teaching Assistant), Investments, Quantitative Analysis Business, Principles of Accounting, Real Estate Investments, Real Estate Development