



Resume Book

Graduate Real Estate Students
Graduating Spring 2023

For more information:

Katie Latier
Associate Director
CU Real Estate Center
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LOUIS ABRAMOWITZ

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PROFESSIONAL SUMMARY

Motivated MBA candidate and aspiring Real Estate professional with five years of sales, management and marketing experience in the technology and sports industries delivering results and exceeding goals. Passionate learner with a strong work ethic and ability to generate and execute innovative ideas.

EDUCATION

University of Colorado Boulder, Leeds School of Business

Boulder, CO

Master of Business Administration

May 2023

- Emphasis in Commercial Real Estate, Entrepreneurship, Finance
- Affiliations: Graduate Real Estate Association (GREA), Leeds Entrepreneurship and Programs (LEAP), Leeds Outdoor Industry Club (LOIC)
- Relevant Projects:
 - Colvin Real Estate Case Competition: Documented development process of Mission Ballroom in Denver
 - LOIC Consulting Project: Performed market research for Colorado Outdoors proposed Glamping site. Compared amenities and reviews from competitors across the area to recommend strategies in the build out of the site. Also, developed a partnership strategy with the nearby Marriott Hotel

University of Texas

Austin, TX

Bachelor of Science, Physical Culture and Sports / Minor in Business

May 2015

- Emphasis in Marketing, Accounting, Business Law, Management Information Systems (focus on Excel), Sports and Social Media, Management of Physical Activity and Sports Programs

PROFESSIONAL EXPERIENCE

LouCo Renovations

Oct 2020 – Present

- Launched and grew home renovation business by identifying and implementing creative ways to obtain and retain customers and also gain referrals
- Developed unique understanding of residential real estate market while utilizing craftsman skills curated over time and building new skills while ensuring each job was done to completion

Corporate Sales Development Representative | OneSource Virtual, Dallas, Tx

Sept 2018 – Oct 2020

- Helped generate a total of \$4.8 million in revenue by developing innovative campaign to increase spend of existing customer base across territory that spanned 33 states from the upper Midwest to South.
- Use a variety of sales techniques and tools like Salesforce, SalesLoft to find opportunities for HR Services that align with the Workday Enterprise System, including Payroll Support and Software Implementation

New Membership Representative | FC Dallas, Frisco, Tx

July 2016 – June 2018

- Used sales tactics to increase revenue like cold calling, face to face, and planning and executing sales campaigns
- Expanded revenue with season ticket memberships to the general public and businesses alike
- At time of departure, Top 5 in sales based on revenue and seats sold

Account Executive | Connect DFW, Irving, Tx

Feb 2016 – June 2016

Account Trainee | Octagon, Houston, TX

Sept 2015 – Feb 2016

Activities Director | The URJ Greene Family Camp, Bruceville, TX

Summers 2011 - 2015

AFFILIATIONS & TRAINING

- NAIOP Colorado Chapter, ICSC, CoreNet
- A.CRE, Financial Model in Commercial Real Estate Accelerator – In Progress
- Bill Guertin's 800 Pound Gorilla Sales Training Boot Camp

KEY SKILLS

Technical: Salesforce CRM, SalesLoft, Seamless AI, Microsoft Office (Word, Excel, PPT), Social Media platforms (Facebook, Twitter, Instagram, SnapChat), Mac and PC Savvy, Google Cloud Computing

Gallup Strengths: ANALYTICAL. INCLUDER. IDEATION. SELF-ASSURANCE. ARRANGER

Juan Manuel Arriaga Chavez

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PROFESSIONAL SUMMARY

Business creation and development leader. Worked 4 years as a manager in automotive retail. Experienced with performance analytics, specialized in quality audits and customer care. Serial entrepreneur, passionate for innovation and sustainability.

EDUCATION

UNIVERSITY OF COLORADO, LEEDS SCHOOL OF BUSINESS

Boulder, Colorado, United States

Master of Business Administration, Concentration in Real Estate and Finance

August 2021 – May 2023

- Awards: Leeds School of Business Merit Scholarship

MONTERREY INSTITUTE OF TECHNOLOGY AND HIGHER EDUCATION

Toluca, Mexico, Mexico

Bachelor of Arts, Business Creation and Development

August 2013 – December 2017

- Certificate of International Management
 - Pforzheim University
- International Business Study Abroad
 - Ritsumeikan Asia Pacific University

Pforzheim, Baden-Württemberg, Germany

March 2016 – August 2016

Beppu, Oita, Japan

April 2015 – September 2015

PROFESSIONAL EXPERIENCE

GRUPO TOLLOCAN (automotive dealership group and business conglomerate).

Toluca, Mexico, Mexico

Coordinator of Customer Care and Quality

September 2019 – May 2021

- Fostered dealer relations with the corporate management of Nissan, Infiniti, Hino, Chevrolet, Buick, GMC, and Cadillac.
- Performed business analytics and unified the key performance metrics of 800 people at 17 locations while directing 6 Brand Quality Managers and 2 Career Development Coordinators. Achieved a 30% increase in customer retention.
- Accelerated the digitalization of customer experience, business management and quality assurance during the pandemic.
- Achieved over 95% of the objectives set for dealer customer satisfaction standards for two years in a row across all 7 of the group's brands. Received full quality certificates in the audits performed by PWC and Deloitte (2019, 2020).
- Awarded the Best Nissan Dealership in Mexico recognition by PWC (2019, 2020).
- Prevailed within the Top 10 National Dealer's for Nissan, General Motors, and Hino. (2019, 2020, 2021).

Nissan Quality Manager

October 2018 – August 2019

- Led 6 Nissan dealerships to achieve their objectives in quality and customer satisfaction. Negotiated incentive policy changes with Nissan, representing all Mexican stores as a liaison for the Nissan Dealer's Association.

Quality Processes Administrator

January 2018 – September 2018

- Analyzed and redesigned the key activities related to customer satisfaction for all departments at a Nissan dealership in Metepec, Mexico. Worked as an internal auditor and reported results as chief host for audits performed by PWC.

Founder (self-employed) AHIMSA (entrepreneurial venture)

December 2016 – July 2021

- Delighted to have served more than 16,500 customers at 17 locations.
- Started 3 new business models, generating \$368,000 USD of additional profits in automotive repair shops.
- Offered ozone sanitization, hydrogen decarbonization and nitrogen inflation services for automotive vehicles.

VOLUNTEER WORK

April 2017 – March 2019

Senior Adviser of the Private Sector at the Mexican National Commission for Natural Protected Areas

Was elected and awarded voice and one of 16 votes at the council for the Nevado de Toluca National Park and the Lerma Wetlands Preserve in the state of Mexico. Negotiated policy reforms to ensure ecological alignment. (96 hours)

INTERESTS AND HOBBIES

Sustainability, social responsibility, real estate development, environmental protection, veganism, entrepreneurship, organic agriculture, polyglotism, ecological design, science-fiction, cycling, hiking, meditation, and yoga.

Lucas Burns

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[linkedin.com/in/lucasburns](https://www.linkedin.com/in/lucasburns)

PROFESSIONAL SUMMARY: A military veteran with over 10 years of experience working in various Emergency Response organizations at both the local and federal levels, seeking a career in Real Estate. Excels in team environments, has high attention to detail, and is quick to learn and master tasks.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Real Estate *May 2023*

- **Leadership:** GPSG Senator on Finance Committee, Barney Ford Diversity Scholarship VP of Donations.
- **Activities & Awards:** Social Impact Consultant on EcoProducts Market Assessment Project.
- **Relevant Courses:** Corporate Finance, C.ARE Real Estate Modelling Accelerator.

GRAND CANYON UNIVERSITY Phoenix, AZ
Bachelor's Degree, Emergency Management & Public Safety *June 2017*

- Gained relevant field experience by working concurrently in the United States Coast Guard as a part of an Emergency Management Team.

PROFESSIONAL EXPERIENCE

UNITED STATES COAST GUARD Port Angeles, WA
Aviation Electrical Technician 3rd Class *May 2018 – April 2021*

- Advanced from Non-rated E3 position to Rated E4 position responsible for leading up to 5 subordinates in daily tasking.
- Flown as part of a MH65 Dolphin Aircrew in response to Search and Rescue missions which resulted in 1 life saved and 2 lives assisted.
- Conducted electrical and avionics systems troubleshooting on MH65 Helicopter.
- Attended ANSO Leadership & Diversity Symposium to help improve Naval practices surrounding the recruitment and retention of diverse populations in the military.

Non-Rate E3 San Francisco, CA
Incident Management Division *October 2015 – May 2018*

- Oversaw use of Electronic Assets Logbook and communication with senior level management to resolve discrepancies on USCG naval assets.
- Worked in Incident Management Division responding to maritime incidents as part of the response team. Completed Incident Command Systems qualifications to include Situation Unit Leader and DIV/Group Supervisor.
- Recruited as member of DEOMI Action Team which examined local unit practices surrounding personnel and provided recommendations to command for improvement.

SNOHOMISH COUNTY FIRE DISTRICTS Stanwood, WA
Firefighter/EMT-B *October 2010 – July 2015*

- Developed unique leadership style relating to emergency and acute stress environments.
- Provided professional and exceptional customer service in accordance with department values.

ADDITIONAL INFORMATION

- **Skills:** Excel, R Programming, A.CRE Real Estate Modeling Accelerator.
- **Volunteerism:** Military Outstanding Volunteer medal, Surfrider Conservation Organization 2019, Certificate of Volunteerism Appreciation 2018, B.R.A.V.E Foundation Guatemala 2012.
- **Certifications:** Aviation Electrical technician "A" School (2018), Firefighter 1/HAZMAT Operations (2012), EMT-Basic (2011), USCG Incident command systems, 300 & 305 (2016-2017).

Tim Dickson

Boulder, Colorado – (714) 609-0332 – dicksonhtim@gmail.com

A highly motivated, results-oriented, professional who has managed fourteen successful political campaigns over the last five years. I'm intent upon using the skills developed at Leeds to transition into a high impact career in sustainable real estate, using market forces to build more vibrant, healthy, and sustainable Colorado.

Education

University of Colorado at Boulder, Leeds School of Business
MBA Candidate 2023

May 2023

University of Colorado at Boulder
Bachelor of the Arts: Political Science and Communication

May 2015

Professional Experience

Blue West Strategies

9/2015 –Present

Founder

Biden/Harris 2020 Political and Senior Outreach Director

- Organized and spearheaded three constituency engagement events per week key communities of interest, working with national and local leaders in a remote setting

IRN, Inc – Research Associate

- NDA Research Project

Bernie 2020, Colorado – Statewide Field Director

- Designed, implemented, and managed an all-volunteer statewide field plan adopted by national field staff across Super Tuesday states
- Activated, trained, and resourced 30+ volunteer team leaders building a significant field presence in every Congressional district in Colorado
- Conducted a statewide volunteer activation tour, presenting to audiences of 50 - 300 people

Our Colorado Way of Life – Statewide Field and Research Director

- Designed and implemented six successful recall defense field plans against partisan recall efforts using a combination of traditional field outreach and strategic research and tracking
- Provided managerial oversight on a staff of 80+, with four direct reports, logging 170,000+ door to door contact attempts

Dave Young for Colorado – Campaign Manager

- Spearheaded all aspects of a statewide campaign, including robust earned media and paid communications program to overcome \$1,000,000 spending deficit
- Significantly increased digital fundraising efforts averaging \$2,000 - \$3,000+ donations per week

Other Clients:

Angela Williams for US Senate – Campaign Coordinator

Yes! On Prop CC – Paid Canvass Director

Aurora's A-Team – Campaign Manager

Gray for Colorado – Campaign Manager

Friends of Brad Rupert – Campaign Manager

Additional Information

Interests: Hiking, backpacking, Fly Fishing, skiing, and playing with my dog Ruby

Service: Colorado Open Space and Mountain Parks; Arrive in Kenya: Sustainable Energy Volunteer

DUSAN GARDILCIC

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www.linkedin.com/dusangardilcic

Industrial engineer with extensive experience in the real estate industry using innovation as a method and processes through visibility and control. I define myself as a communicative, entrepreneurial person willing to find solutions where there are more questions than answers. Honesty and transparency apply both in my work and in my relationships.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

Master of Business Administration Candidate

- 30% Merit-Based scholarship

PONTIFICIA UNIVERSIDAD CATOLICA DE CHILE

Santiago, Chile

Industrial Engineering, Major in Mechanics

December 2012

- Maximum Score on Degree Exam
 - Graduated with two votes of distinction
 - Teaching Assistant of Finance, Mechanical Design and Project Evaluation
-

PROFESSIONAL EXPERIENCE

KAPTURE Capital

Santiago, Chile

COO

May 2020 – July 2021

- Negotiate new 300-unit project direct electricity connection lowering costs by 30% for future operations periods
- Gathered requirements, implemented CRM, set KPIs and conducted user testing to automate 70% of internal processes of prospecting, closing contracts and check funds.
- Developed and evaluated the financial model for real estate brokerage and rent pooling increasing closes for investors in \$70k by performing sensitivity analysis over 20 variables
- Hosted webinar series explaining residential real estate KPI for retail investors creating 100 leads for investment opportunities

QCLASS

Santiago, Chile

R&D and Innovation Senior Manager

January 2016 – April 2020

- Managed the allocation of four government funds for projects totaling \$1M to develop new construction methods and optimize labor productivity in Chile
- Co-Invented modular construction panel system and submitted PCT/IB2018/058213 to Patent Cooperation Treaty
- Directed design and implementation of a modular construction panel system specifically for cleanrooms, allowing resulting in new constructions over 50,000 square feet of new construction with and \$4M in revenues.

FUNDAMENTA

Santiago, Chile

R&D and Innovation Manager

March 2013 – December 2015

- Developed an algorithm for after sales services to identify most usual construction fails, awarded as project of the year by the board for generating yearly savings of \$500K by improving labor efficiency
 - Created and implemented an algorithm and long-term solution strategy to identify repetitive construction problems reducing maintenance failures by 20% the first year
 - Led Balance Score Card (BSC), guided and evaluated 45 projects that provided the company \$2M in revenue
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ADDITIONAL INFORMATION

- Measure.cl Co-Founder: IoT for industrial applications.
- Languages: Spanish (Native), English (Full professional proficiency)
- Certifications: Alpine Ski (American Institute for Avalanche Research Level 1), Advanced PADI Scuba Diver, International Apnea Diver Level 1, Certified Paraglider, Marathon, and Ironman Finisher
- Fascinated by DIY projects and science: especially astronomy. Other interests: Mountain Biking

Ty Hardin

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[linkedin.com/in/hardinty](https://www.linkedin.com/in/hardinty)

PROFESSIONAL SUMMARY: MBA candidate with 3 years of investment and portfolio management experience. Empathetic team – player with strong analytic skills.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Entrepreneurship & Real Estate May 2023

- **Activities & Awards:** Merit-based scholarship

INDIANA UNIVERSITY, KELLEY SCHOOL OF BUSINESS Bloomington, IN
Bachelor of Science, Business, Major in Finance (Real Estate) May 2018

- **Commercial Real Estate Workshop:** One of 40 students selected to participate in rigorous training workshop where members presented weekly cases in teams to industry experts covering topics such as appraisal, brokerage, development, and valuation
 - **Study Abroad:** London School of Economics – London, UK (Management and Communications)
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PROFESSIONAL EXPERIENCE

INVESQUE, INC. Carmel, IN
Publicly traded commercial real estate investment firm focused on senior housing and medical office properties
Analyst – Portfolio Management October 2018 – July 2021

- Analyzed monthly performance of 121 senior housing/medical office properties across the US and Canada, participating in monthly calls with senior staff of 20 operators and presenting performance trends to management staff on quarterly basis
- Served as relationship lead for six real estate portfolios, encompassing four operating partners and 14 properties (\$162M cumulative value)
- Conducted financial analysis related to monthly/quarterly trends, portfolio refinancing, JV portfolio restructuring/operator transitions, and ad hoc analysis for management staff
- Worked closely with SVP staff and legal counsel, aided negotiation of \$37M master lease restructure with national senior housing operator and exclusively prepared approval materials to be submitted to CIO
- Managed internal performance metric workbooks for use in public reporting and earnings announcements
- Led five person team in creation and integration of new internal portfolio management analysis platform

ENVOY, INC. Indianapolis, IN
Private commercial real estate development and construction management company
Development Coordinator Intern May 2017 – August 2017

- Analyzed current and pipeline development projects through desktop financial reviews
 - Conducted nationwide market research to support “office suites” concept expansion into new markets
 - Collaborating with senior staff, led effort to organize and create an editable detailed “bird’s eye view” of project statuses and expense estimates in MS Excel
 - Performed site selection and competitive analysis research and assembled RFPs and investor reports
-

EXTRACURRICULAR ACTIVITIES

LEEDS SOCIAL IMPACT CONSULTANTS October 2021 – Present

- As part of an MBA student-run consulting service, worked with a 4-person team to assist a local consumer loyalty and data analytics startup in revising their fundraising strategy
- Conducted industry research and informational interviews with internal and external stakeholders and previous potential investors to develop and present strategy recommendations to the founder

GRADUATE REAL ESTATE ASSOCIATION September 2021 – Present

- Participated in student-led organization providing networking, educational and service opportunities within the real estate profession

Alexander Jacobs

2734 Juniper Ave • Boulder, CO
Alexander.Jacobs@Colorado.edu (617)-312-8117

PROFESSIONAL SUMMARY: Business professional with success in the Real Estate and Financial Services industries. Currently pursuing an MBA to expand my skillset and abilities to make a larger impact on a great company.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Finance and Data Analytics *August 2021 - May 2023*
Relevant Courses: Data Analytics, Corporate Finance, Economics
TULANE UNIVERSITY, A.B. FREEMAN SCHOOL OF BUSINESS New Orleans, LA
Bachelor of Science in Management, Marketing and Business Law May 2015

PROFESSIONAL EXPERIENCE

UBS Boulder, CO
Client Services Associate *July 2021-Present*

- Part time work during Business School, assisting wealth management professionals with client operations
- Servicing high net worth individuals to ensure they have reports and information needed
- Perform extensive research and analysis and present summaries to wealth advisors to relay to their clients

Hometap Equity Partners Boston, MA
Investment Manager *March 2020-April 2021*

- Key member of the investment team making investments in homes across the country
- Consistently exceeded sales targets of more than 20 transactions per quarter as an Investment Manager
- Work with 25-50 homeowners at a time, analyze and finalize transactions for qualified homeowners
- Build trust with homeowners in order to convey the Hometap model of how we make home ownership less stressful, as well as pitch the benefits of a Hometap Investment along with how we compare favorably to more traditional financing options

SquareFoot, Inc New York, NY
Director *January 2018-February 2020*

- Successfully negotiated over 20 transactions totaling more than \$400,000 in revenue
- Responsible for attaining new business, managing clients and negotiating deals with landlords
- Managed a small team of associates teaching them on how to navigate the NYC market
- Director for a team consistently eclipsing quarterly sales and revenue targets
- Achieved a promotion from Associate Director after one year with the company
- Ran financial analysis for clients in order to advise companies on important Real Estate decisions
- Manage and organize client expectations throughout entirety of the transaction by compiling listings data, conducting office space tours, drafting strategic offer letters and leading lease negotiations with assist from legal counsel

Octagon McLean, VA
Talent and Properties Sponsorship Sales Manager *December 2016-January 2018*

- Key member of the North American Sales & Marketing Group responsible for selling sponsorships
- Strategically connected Octagon clients with brands in order to form successful marketing campaigns
- Created and activated complex partnerships between Octagon athletes and companies
- Built presentations detailing Octagon assets and partnership opportunities for sponsorship proposals
- Responsible for selling title sponsorships for various Octagon properties and events
- Generated sales & prospect leads for a variety of Octagon clients and properties
- Recruited collegiate golfers across the country, including at the US Amateur Championship
- Facilitated and attended pitch meetings to attain new golf clients at universities

Volunteer work: Team For Kids- Marathon runner and fundraiser, Habitat for Humanity- Contributed to rebuilding the City of New Orleans post Hurricane Green Light New Orleans- Distributed energy efficient light bulbs to households in need.

Skills: Microsoft Excel, R, Sales

Jeff Loucks

Jeffrey.Loucks@Colorado.edu • (248) 894-1186
www.linkedin.com/in/jploucks

PROFESSIONAL SUMMARY: Results oriented critical thinker and MBA candidate looking to apply skills in strategy development, forecasting, data analytics and trend evaluation to the real estate investment industry. Excellent interpersonal, teamwork and problem-solving skills with a strong focus on continuous improvement and growth.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS
Master of Business Administration, Concentration in Real Estate

Boulder, CO
May 2023

- **Activities & Awards:** Graduate Real Estate Association, Finance Club
- **Relevant Courses:** Real Estate Principles, Applied Finance

CENTRAL MICHIGAN UNIVERSITY
Bachelor of Science, Concentration in Music Education

Mt. Pleasant, MI
Dec 2009

PROFESSIONAL EXPERIENCE

Denver Marriott Tech Center – Sage Hospitality
Director of Revenue Management

Denver, CO
Mar 2019 – May 2020

- Increased market share by 9% through adjustments in pricing and group strategies, 300% of target.
- Collaborated with Director of Sales to restructure mix of business resulting in exceeding rooms budget by over \$700K and catering budget by over \$1M.
- Managed four process improvement projects which created an additional \$80K in revenue and saved 30 hours in labor per week.
- Enriched hotel's volunteer committee, increasing hours volunteered by 300% and participation by \$200%.

Stonebridge Companies
Corporate Regional Revenue Manager

Denver, CO
Jul 2018 – Feb 2019

- Designed and developed The Jacquard Hotel and Rooftop's total revenue generation strategy.
- Exceeded hotel's opening budget by 4% and achieved market share goals within six months of opening.
- Recruited and managed a team of revenue analysts.
- Assembled revenue reports and models used to identify future risk and provide opportunity to mitigate.

Sage Hospitality
Area Director of Revenue Management

Denver, CO
Feb 2014 – Jul 2018

- Achieved budgeted revenue and market share targets for all assets through adjustments in revenue strategy and selective risk taking; portfolio consistently led the company in total market share growth.
- Communicated with senior leadership and shareholders; presented hotel performance and market data to outline areas of risk and opportunity.
- Trained and developed revenue analysts.
- Promoted from revenue manager to director in 2015; promoted to area director in 2017.

ADDITIONAL INFORMATION

- Skills: Excel, forecasting, demand planning, and Microsoft Office Suite.
- Avid outdoorsman, including hiking, climbing and snow shoeing.
- Member of NAIOP, PREA and ICSC.

Padric Lynch

padriclynch@gmail.com
8563405922
369 White Oak Drive
Newport, North Carolina

Summary

Results-driven and proactive leader equipped with over three years of hands-on experience in critical roles within the United States Marine Corps. Subject-matter-expert in squadron and group level administration.

Adept at cultivating and maintaining productive relationships with sellers, vendors, portfolio managers, and real estate professionals. Open-minded professional eager to advance career into commercial real estate acquisitions and operations.

Education

Lindenwood University

Psychology • St. Charles, Missouri

Rutgers University

Psychology • New Brunswick, New Jersey

01/2016

3.7 GPA

Honors Graduate

USMC - The Basic School

Leadership • Quantico, Virginia

02/2018

Legal Officer's Course

Legal Administration • San Diego, California

09/2019

Civil Affairs Military Occupational Specialty School

Military-Civil Affairs • Quantico, Virginia

08/2020

Experience

Keller Williams Realty

Residential Real Estate Agent • Cherry Hill, New Jersey

02/2016 - 05/2017

Residential real estate sales and marketing.

Marine Wing Headquarters Squadron Two

Adjutant • Cherry Point, North Carolina

06/2018 - 06/2020

Responsible for all correspondence regarding the commanding officer and eight administrative programs to include: Unit Awards, Legal Administration, Unit Postal, Defense Travel System, Government Travel Charge Card, Unit Promotions, Records/Directives/Files Management, Victim-Witness Assistance, Casualty Affairs.

Nominated for Manpower Officer of the year (2019).

Received the Navy and Marine Corps Achievement Medal.

Marine Corps Air Station Cherry Point (Installation)

Adjutant • Cherry Point, North Carolina

06/2020

Manages the administrative functions for the installation's commanding officer to include:, Command Duty Watch Officer, Awards Officer, Special Awards Manager, Correspondence Manager, Records/Directives/Files Manager, Victim-Witness Liason Officer, Casualty Affairs Officer.

Jacksonville Real Estate Investing Networking Group

Head Organizer • Jacksonville, North Carolina

08/2019

Head Organizer roles include: coordination of location and guest speakers for monthly meetings, marketing for the group and recruiting new members, maintainence of the group's website and social media presence, data entry of member information.

PinePollen LLC / Georgia's House LLC (Real Estate Holding Companies)

Acquisitions Manager • Craven County, North Carolina

02/2018

Real estate marketing, acquisitions, financing, operations, and dispositions.

Ezra McPhail

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www.linkedin.com/in/ezramcphail

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Real Estate *May 2023*

- **Activities:** Graduate Real Estate Association, Finance Club
- **Competitions:** 2021 Colvin Case Study Challenge – 1st Prize
- **Scholarships:** Capstone Advisors Real Estate Scholarship, ULI Etkin Student Scholar

UNIVERSITY OF MINNESOTA DULUTH, LABOVITZ SCHOOL OF BUSINESS AND ECONOMICS Duluth, MN
Bachelor of Business Administration, Concentration in Marketing *June 2016*

PROFESSIONAL EXPERIENCE

Treeline Real Estate Partners Denver, CO
Acquisitions Analyst Intern *Jan 2022 – Present*

- Underwrite Class A multifamily investment opportunities valued between \$60M - \$200M nationwide
- Build growth rates, income, and expense assumptions off current market trends
- Research and update comparables and transaction history of assets in target markets
- Working directly with VP of Acquisitions to build portfolio from 4,000 units to 10,000 units in Florida, Texas, North Carolina, Georgia, and Colorado

Billups Denver, CO
Media Planner *Nov 2018 – July 2021*

- Developed, supervised, and executed 50+ clients' Out of Home (OOH) national advertising strategies worth upwards of \$2MM in ad spend
- Stewarded relationships with 75% of 50+ clients through high touch, proactive out reaches generating an additional \$10K in incremental ad spend
- Advised a team of 4 how to leverage Excel formulas and pivot tables to expedite client deliverables reducing turnaround time by 5%
- Demonstrated a new strategy deck that streamlined OOH media plan proposals to entire company of 45+ employees and C-level management
- Trained a team of 4 how to overlay ESRI data into our mapping software to visually show our clients where our target demographics live and how they travel

Haworth Marketing + Media Minneapolis, MN
Media Strategy Planner *Oct 2017 – Nov 2018*

- Supervised a team of 14 media channel members across 4 clients developing communication strategies and tactical recommendations to client budgets ranging from \$15K - \$2MM per campaign
- Conducted weekly check-ins with media channels to ensure campaign recommendations fulfilled clients Key Performance Indicators (KPIs)
- Led bi-weekly status calls to review 15+ brands under the DICK's Sporting Goods (DSG) umbrella to ensure current media strategies aligned with corporate's KPIs
- Presented comprehensive media campaign proposals to C-level executives of DSG, University of Minnesota Health, Behr, and Conn's Home Goods

ADDITIONAL INFORMATION

- A.CRE Accelerator Certification; LinkedIn Learning Certifications: Strategic Thinking, Communicating with Diplomacy and Tact, and Working with Difficult People
- Skills: Advanced Excel real estate modeling, forecasting, Microsoft Office Suite, R, Esri Business Analytics, ARGUS Enterprise Experience
- Avid adaptive sit-skier, backpacker, and home chef



CV:

David J Schau

7 years of construction engineering experience, working exclusively on sports, entertainment, and hospitality projects. Has managed over \$80m of successful construction across various regions within the United States. Currently an MBA candidate at the University of Colorado Leeds School of Business, studying finance and real estate development. Seeking to advance career from construction engineering into real estate financial services.

(262) 358-0870 ♦ www.djschau.wordpress.com ♦ david.schau@colorado.edu

Education

M.B.A. - Finance / Real Estate
University of Colorado
Candidate

B.S. - Architectural Studies
Minor in Environmental Studies
Southern Illinois University
December 2014

B.S. - Technical Management
Southern Illinois University
December 2014

RE Excel Modeling Certificate
A.CRE
Candidate

Certificate for Argus Modeling
December 2021

Certificate of Finance
NAIOP

Real Estate Broker's License
Illinois & Colorado

IES Study Abroad
Berlin, Germany

GMAT Exam
650 Combined
45Q / 34V / 61R

Certifications
OSHA 30
Red-Cross CPR Cert.

Awards:
Sika Project of the Year 2019
Colvin Case Study Competition
Wall Street Prep Certification

Computer Proficiency:
Revit/BIM
AutoCAD
RStudio
MS Excel
Argus

Interests:
Chess
Golf
Sailing
Sommelier
Guitar
Mountain Biking

Professional Experience

- **St. Louis City SC Stadium - Assistant Project Manager, Mortenson, Sports + Entertainment Group (2020 - 2021)**
 - Sole coordination engineer for self-perform concrete team, totaling \$40m concrete contract value.
 - Led component team meetings with Engineers, Architects, and owner's representative
 - Managed procurement for all concrete scope related items, including embeds, reinforcing, and formwork.
 - Evaluated drawing packages for construction design changes, and managed cost issues for scope changes
 - Purchased, coordinated, and managed the below grade waterproofing scopes of work
 - Produced weekly inspection reports and managed the QA/QC inspection requirements for concrete scope
- **Mizzou South End Zone Addition - Assistant Project Manager, Mortenson, Sports + Entertainment Group (2019)**
 - Joined project team to assist with close-out phase of project, managing claims and punchlist
 - Navigated the default of an enclosure contractor, and several failed quality inspections
 - Spent majority of time in the field directing enclosure envelope repairs and retesting enclosure systems
 - Evaluated and closed out several project claims totaling over \$1m
- **Chase Center Arena, San Francisco - Project Engineer II, Mortenson, Sports + Entertainment Group (2018 - 2019)**
 - Managed the coordination of all roofing scopes of work for entire project site.
 - Project won Sika Roofing's Project of the Year Award for 2019.
 - Managed the coordination of all enclosure scopes for the \$20m retail complex on the project site.
 - Tracked the procurement for all materials provided by scope-under-management subcontractors
 - Navigated an enclosure subcontractor who was in default. Completed scope of work on schedule.
 - Developed punchlist procedure with the architect of record
 - Completed continuous quality inspections, and managed fixes for non-conforming work
- **Impact Field, Chicago - Project Engineer, Northern Builders, Inc. (2016 - 2018)**
 - Sole engineer on \$75m minor league baseball stadium. Responsible for all submittals and RFIs with AOR
 - Responsible for developing contract scope for \$8m worth of construction contracts
 - Led MEP coordination through BIM modeling
- **Stefani's Osteria, Lincolnwood, IL - Project Engineer, Northern Builders, Inc. (2017)**
 - Assumed the role as project manager after previous manager was released from duties
 - Rescued project from a dire state of construction quality and financial distress
 - \$3m budget with several design-assist and delegated design scopes of work
 - Completed coordination of entire kitchen build-out, and interior finishes

Business Development

- **Northern Builders, Schiller Park, IL (2015 - 2018)**
 - Business development manager for real estate development projects.
 - Analyzed innovative project proposals, and potential land acquisitions.
- **Relocator, Online, US. (2015-Present)**
 - Licensed real estate broker in the state of Illinois. Sitting for Colorado License Exam in 2021.
 - Created an online BLOG & social media website to generate real estate sales leads. www.relocator.us
- **Saluki Craft Co., Carbondale, IL (2014 - 2018)**
 - Co-founded retail digital fabrication laboratory as an undergraduate student.
 - Manufactured several mass-produced items, and maintained a book of clients that produced prototype models.

Leadership & Service

- **CU-Boulder Academic Clubs: Graduate Real Estate Association, Finance Club**
- **Habitat For Humanity: Habitat Young Professional, Multiple Locations (2012 - present)**
 - International volunteer and team leader: South Africa 2019.
 - Member of Habitat Young Professional Board in St. Louis, San Francisco, Chicago, and Denver
- **NAIOP: Developing Leader Member (2015 - current)**
- **Delta Chi Fraternity - Southern Illinois Chapter (2010 - current)**
 - Currently manage educational endowment and serve as scholarship administrator.
 - Ultimately served as undergraduate chapter President

Please visit my online portfolio at www.djschau.wordpress.com

Kimberly C. Schwartz

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EDUCATION

University of Colorado Boulder
Current MBA Student

Expected Graduation: May 2023

Duke University, Durham, North Carolina
Bachelors of Science: Economics; Bachelors of Arts: Political Science

Graduated May 2013

London School of Economics, London, England

Summer 2010

WORK EXPERIENCE

explora Valle Sagrado, English Teacher

August 2019 – March 2020

explora is a boutique 5-star hotel in Urquillos, Cusco, Peru.

- Re-designed the English Language program for the hotel guides, restaurant staff, receptionists, masseuses, and store clerks.
- Created the curriculum and taught daily lessons

English Teacher

October 2016 – January 2019

ICPNA is an English language learning institute with various locations in Peru. I taught in Cusco.

- Taught intermediate to advanced English to native Spanish speakers of all ages
- Worked with the local municipality to start a recycling program at the school
- Designed and led activities outside of classroom hours to teach children about recycling and the environment

American Airlines, Revenue Management, Domestic Yield Analyst

Dec. 2013 – Feb. 2015

- Analyzed historical data and utilized yield management systems to optimize revenue in 41 domestic US markets
- Identified peak periods in each market and implemented strategies to capture additional incremental revenue
- Investigated daily operational statistics to improve market performance
- Evaluated group booking requests
- Presented findings on monthly performance results to managers and fellow colleagues

Social Entrepreneur Corps, Guatemala, Summer Consultant

Summer 2011

- Utilized the micro-consignment model to train and empower 1,562 Guatemalan people with economic opportunities and first-time access to reading glasses, solar lamps, and water purifiers.
- Researched and tested new products to be incorporated into the model
- Performed consulting services for small businesses including the teaching of efficient business practices, the training of entrepreneurs, and the development of business and marketing strategies

LEADERSHIP AND VOLUNTEER EXPERIENCE

Good Returns Group, Volunteer

April 2014 – June 2015

Good Returns is a start-up social enterprise in Dallas, TX, focused on mobilizing business capital for the purposes of scaling sustainable solutions to major global issues such as poverty.

- Aided in drafting a business plan
- Reviewed and edited the White Paper on Good Returns

Duke Financial Literacy Initiative, President

Spring 2012 – Spring 2013

- Directed establishment of executive board
- Initiated the development of materials to better inform students about the lecture series
- Partnered with Duke Student Loan office to lead a series of personal finance workshops for students

SKILLS

Certificates: TEFL

Language: Advanced Spanish