



2021 Resume Book

MBA Year1 – Students Graduating 2022

FOR MORE INFORMATION

Katie Latier - Katie.latier@colorado.edu

Associate Director, CU Real Estate Center

Leeds School of Business

RYAN ADZIMA

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PROFESSIONAL SUMMARY

Dedicated leader and MBA candidate with 5 years of progressive experience managing accounting and finance functions for a boutique electro-mechanical business and a startup. Pragmatic project manager with a record of introducing innovative processes and procedures to increase efficiency; resulting in increased revenues and reduced costs. Skilled relationship manager with talent for developing meaningful partnerships across all levels of an organization to achieve success.

- Operation Strategic Planning
- Budget & Forecast Financing
- General Ledger & Financial Statements
- Project Management
- Data Driven Decision Making
- Process Improvement

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

Master of Business Administration, Concentration in Finance & Real Estate

May 2022

- **Leadership:** Adam Smith Society Member
- **Relevant Courses:** Managerial Economics, Corporate Finance, Real Estate.

MONTCLAIR STATE UNIVERSITY

Montclair, NJ

B.S. Business Administration, Concentration in Management

May 2019

- **Varsity Athletics:** Quarterback of Football Team
- **Activities:** Leader in Fellowship of Christian Athletes

PROFESSIONAL EXPERIENCE

UNIVERSAL ELECTRIC MOTOR SERVICE

Hackensack, NJ

Provider of electric motors and pumps to industrial and commercial real estate developments

Operations Manager

May 2015 – July 2020

- Promoted to Project Manager in 2019 to source, budget, and implement a new computer & mobile software solution to optimize operations
- Centralized service budget forecasting, which increased budget forecasting accuracy and labor efficiency by 14%
- Supported management decision making by providing up to the minute times on repair jobs, predictability of job completion, calculation of standard deviations and historic record of completed jobs
- Oversaw project scope & quality assurance on inside and outside service repairs in New York City and New Jersey
- Launched a targeted marketing program on social media, which increased awareness among key constituencies
- Planned and budgeted installation of heavy machinery to expand facility capabilities

TOPSEED LAWN CARE SERVICES

Wood Ridge, NJ

Accounting Supervisor

January 2014 – May 2017

- Optimized job schedule by mapping routes, saving the company over \$12,000 in gas & labor costs
- Oversaw job budgeting, scheduling, and employee payroll

ADDITIONAL INFORMATION

- **Athletics:** Collegiate quarterback, with well-developed skills in decision making, emotional intelligence, and problem solving
- **Volunteer:** Mentored young athletes ages 9-12 at youth football and basketball camps
- **Technical:** Bloomberg Terminal Certified. Proficient in all Microsoft 365 programs. R Programming.

Thomas “Tad” Balfour

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EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

Master of Business Administration, Concentrations Real Estate and Entrepreneurship

May 2022

TEXAS CHRISTIAN UNIVERSITY

Fort Worth, TX

Bachelor of Science, Communication Major, Business Minor

May 2014

- Beta Theta Pi, Founding Father – Eta Eta Chapter

PROFESSIONAL EXPERIENCE

BALFOUR PROPERTIES

Dallas, TX

Manager

May 2016 – Present

- Own and manage multiple properties around the Dallas Fort-Worth area
- Facilitate leases and amendments while collecting and maintaining careful records of rental payments
- Work with tenants, Home Owner Associations and vendors to fix any issues at each property
- Effectively run all marketing and showings of each property when leases come to an end

KORN FERRY

Dallas, TX

Facilities Manager

January 2018 – April 2020

- Helped direct build outs of two new floors by working with corporate, contractors and architects among other vendors
- Worked with external clients, property management and vendors to make changes and updates office wide when needed
- Hosted external clients during visits to both offices and prepare large training spaces for meetings
- Led the facilities team and day to day responsibilities
- Facilitated office moves by modifying floorplans and managing an 8x8 phone system

Recruiter, Industrial Markets

October 2015 – January 2018

- Assisted managing consultants in creating employee value propositions to be used for targeted candidate outreach
- Participated in and presented candidates and new information in client update calls
- Conducted phone screens with mid-to-upper level executives at organizations within the Industrial Market
- Developed search strategies, leveraging variety of proprietary and off-the-shelf technologies, and established a proper outline to show the client
- Participated in a 2-month training program that provided the necessary skills to become effective in the business and recruiting world

PINNACLE INVESTMENTS

Torrance, CA

Analyst

July 2014 – October 2018

- Called real estate brokers to determine multi-family properties for sale
- Met with brokers on site and examined properties for potential purchase and implemented a review sheet for analysis
- Led and implemented a migration of company-wide data to a new innovative management software
- Produced spreadsheets of Pinnacle’s current portfolio and acquisition targets to feasibility determine a property’s fit into the extensive portfolio of 45+ properties

ADDITIONAL INFORMATION

- 2020-21 Etkin Johnson Student Scholar – Urban Land Institute
- Avid rock climber, skier, photographer, handyman, outdoorsman and boater
- Skills: Microsoft Office Suite, Appfolio, 8x8, Brivo
- Eagle Scout

HOLT BIEDERMANN

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PROFESSIONAL SUMMARY: Leader who utilizes interpersonal and analytical skills to implement best practices and generate solutions for points of contact. Strives to enhance value chain through implementation of strategic business models. Demonstrated history of exceeding customer and management's expectations.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Finance and Real Estate *May 2022*

- Professional Clubs: Graduate Real Estate Assoc., Outdoor Industry Club, Marketing Club, and Adam Smith Society.
- Project Experience: Collaborated with MBA classmates to analyze and present real estate development opportunities to an outdoor industry tech startup. Participated in the Net Impact Case Competition.
- Relevant Coursework: Corporate Finance, Applied Finance and Principles of Real Estate. R Studio and Real Estate Excel Modeling.
- Overall GPA: 4.0

TEXAS A&M UNIVERSITY, MAYS BUSINESS SCHOOL College Station, TX
Bachelor of Business Administration, Finance *December 2012*

- Leadership: Beta Theta Pi, Epsilon Eta Chapter. New Member Recruitment and Social Chairman.
- Overall GPA: 3.14, Major GPA: 3.28

PROFESSIONAL EXPERIENCE

TEX-ISLE SUPPLY Denver, CO
Territory Sales Manager *April 2019 – June 2020*

- Produced a 500% increase in proposal submissions leading to a \$2.7M sales revenue increase.
- Owned sales strategy within four geographic business units. Guided efforts to expand regional market share by developing business relationships with key stakeholders at 28 target accounts and conducting targeted industry research.
- Presented company value proposition, crafted compelling proposals, negotiated pricing terms, and organically cultivated customer relationships through strategic communication channels.
- Identified and analyzed competitors, high risk political environments, market conditions, barriers to entry, third party service partners and best industry practices.

TENARIS Denver, CO and Houston, TX
Sales Leader *April 2018 – April 2019*

- Produced \$150M in revenue through management of three major oil and gas upstream operator accounts in Rockies-West region.
- Consolidated regional sales forecast on monthly and quarterly basis. Prepared forecast performance review and provided management with insightful analysis on variations leading to 22% accuracy improvement.
- Led project with supply chain department to streamline customer order execution process, proposed improved material management model to highest volume customer in business unit and created on call schedule to mitigate supply emergency risks.

- Managed team of 3 new sales representatives. Implemented training procedures, held monthly feedback meetings, and motivated team performance in fast paced environment leading to a 75% reduction in turnover and increased employee morale.

Strategic Account Manager – Permian Basin

January 2015 – March 2018

- Generated \$550M in sales revenue from key accounts by optimizing Excel based supply planning model, leading monthly forecasting meetings with clients, monitoring mill production orders to ensure safety stock levels are maintained, introducing new products, and enhancing customer product mix.
- Coordinated sales team to secure second largest grossing account in the US to a 10-year global contract and executed first direct-to-consumer strategic business model in largest US region resulting in an 8% increased market share and \$120M per year increase in sales revenue.
- Oversaw 250% growth of operations over three years with 98% on time delivery of products.
- Led project initiative to design new customer Excel-based forecasting model, augment client material value, integrate processes, and assure sustainable growth of operations leading to estimated \$325k in yearly cost savings.
- Employed RFID inventory tracking technology to reduce customer's total cost of ownership by \$50k/year and improve operational efficiency by 15%.
- Nominated to lead classroom trainings for 18 sales reps and 4 directors for implementation of new companywide strategic business model for new clients covering all US commercial business units.

Sales Representative II – Global Trainee Program

January 2014 – December 2014

- Created \$40M in sales revenue from spot business under guidance. Assisted in winning 2 key target customers for region.
- Built new Excel-based quote tool to streamline offer process and reduce time from RFQ reception to offer submission by 12%.
- Directed spot quote offer engineering for new business development through distribution channels. Bid proposal activities include collecting production costs, manufacturing and transit lead times, terms and conditions, price analysis and negotiation, quote submission and post-sale follow up with customer.

Industrial Cost Planning Analyst – Global Trainee Program

January 2013 – December 2013

- Proposed key cost efficiency and price-based reports to identify variances and implement control actions achieving a cost reduction of 8% year over year.
- Decreased time of monthly cost report submissions by 30% by employing a Microsoft Access database management system.
- Modeled variable cost budgets in Excel for four USA manufacturing facilities in coordination with industrial engineers, cost accounting department and plant managers.
- Budgeted variable costs in 2013/2014 fiscal year by evaluating production costs that encompassed hourly labor force, consumables, and third-party service providers at four domestic manufacturing facilities.

ADDITIONAL INFORMATION

- Leadership Program of the Rockies 2019 graduate. Elected Events Chairman by my classmates and selected by the LPR President to serve on the Advisory Council from 2019-2020.
- Completed highly selective Management Development Program in Argentina while at Tenaris. Graduated from Global Trainee Program including one-month immersion experience in Argentina.
- Skills: Intermediate Excel modeling, sales revenue forecasting, demand planning, business development, economic financial planning and analysis, and international supply chain management.
- Volunteer Experience: Actively volunteer in community through service as a Junior Achievement Teacher in Denver and serving meals at the Denver Rescue Mission.

PHILIPPE BRADY

Lafayette, CO

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PROFESSIONAL SUMMARY

Engineer and licensed Colorado Realtor seeking to combine real estate knowledge with technical project management skills to analyze and manage commercial real estate assets and portfolios

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS
Master of Business Administration, Concentration in Real Estate – GPA: 4.0

Boulder, CO
May 2022

THE UNIVERSITY OF TEXAS AT AUSTIN
Bachelor of Science, Petroleum Engineering – High Honors

Austin, TX
May 2012

PROFESSIONAL EXPERIENCE

THE TRAIL HOME GROUP, HOMESMART REALTY

Broker Associate, Realtor

Boulder, CO
May 2020 – Present

KELLER WILLIAMS DTC

Broker Associate, Realtor

Denver, CO
September 2017 – May 2020

- Advised 20 clients in the purchase and sale of over \$8M in real estate across Metro Denver in first 3 years
- Educated clients on transaction process, prepared market analyses, wrote and negotiated contracts, assisted with inspection and appraisal process, and collaborated with title company on closings
- Built brand awareness and acquired clients using social media marketing, targeted advertising, print marketing, open houses, and networking
- Developed considerable knowledge of Metro Denver real estate market through constant market analysis

CHEVRON

Reservoir Engineer

New Orleans, LA & Houston, TX
January 2015 – August 2017

- Managed divestment of 500 well offshore asset by preparing a virtual data room with technical analysis of 80 capital projects including a full-field economic model to support field valuation
- Presented field financial model to prospective buyers, industry experts, and investment banks
- Identified, planned, and executed over 10 capital projects ranging from \$300K to \$5M
- Prepared detailed financial analyses with risked decision trees and sensitivity scenarios for projects
- Conducted project lookbacks to assess performance, capture lessons, and document best practices

Production Engineer

August 2012 – December 2014

- Served as primary production engineer for an unconventional gas and oil field with 300 wells
- Identified, planned, and executed over 25 major and routine workovers ranging from \$25K to \$1M
- Built annual business plan forecasts and set annual production, OPEX, and CAPEX targets
- Managed analysis and regulatory compliance for plug and abandonment of shut-in, uneconomic wells
- Tested and deployed cutting-edge artificial lift technologies including several Chevron first-ever trials
- Completed two Lean Six Sigma projects with a financial benefit of \$6.7M

ADDITIONAL INFORMATION

- 2020-21 Etkin Johnson Student Scholar – Urban Land Institute
- 1% for the Planet Business Member
- Active Mentor in Big Brothers Big Sisters of Colorado
- GREEN Designation and Negotiation Expert Certification from National Association of Realtors
- Lean Six Sigma Green Belt
- University Recruiter for Chevron

Harrison GreenMaki

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www.linkedin.com/in/HAG007

DIVISION MANAGER: Skilled veteran with 12 years of service overseeing major command programs for 41 personnel. Proactively ensured communication between 5 departments to meet the command's annual operating requirements.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

Master of Business Administration, Concentration in Real Estate and Finance

May 2022

- **Relevant Courses:** RE Finance, RE Investment and Risk Management.

FLORIDA STATE UNIVERSITY

Tallahassee, FL

Bachelor of Science in Business Administration

May 2018

- **Relevant Courses:** Business Plan Design and Financial Markets and Institutions.

PROFESSIONAL EXPERIENCE

U.S Navy: Helicopter Sea Combat Squadron 12

Atsugi, Japan

Forward deployed operational helicopter squadron in Western Pacific

Leading Petty Officer

February 2018 - June 2020

- Led 15 employees in administering 2 major programs for 41 personnel executing 20 annual flight qualifications, conducted quarterly in water physical fitness qualifications, and coordinated command's aviation training and tactics program.
- Performed 3 semi-annual fitness tests for HSC-12's 250+ personnel to include weekly command PT sessions resulting in a 98% pass rate.
- Guided and mentored 19 junior employees leading to a 100% advancement and promotion rate.
- 1 of 3 command aerial gunnery instructors scheduled more than 1200 live fire exercises and expended 200K+ rounds of ammunition leading to 400+ qualifications to maintain constant operational readiness.

U.S. Navy: Navy Surface Warfare Center- Panama City Division

Panama City, FL

Science and engineering command dedicated to anti-mine warfare

Search and Rescue Program Manager

January 2015 - January 2018

- Instructed and physically conditioned 14 aviators to execute Search And Rescue missions covering 500 miles of Florida coast line. Supported 9 local law enforcement agencies and USCG in 35 searches and 1 rescue.

Quality Assurance Inspector

February 2016 - January 2018

- Tested and experimented with 4 different helicopter anti mine mission modules valued at \$12M.
- Coordinated 400 man hours in data analysis and 67 test flight hours gathering critical data for 2 anti-mine mission modules leading to a 7% increased efficiency rate of the software processing.

ADDITIONAL INFORMATION

- Military Command Financial Specialist. Created savings plans, monthly budgets, and developed retirement goals for junior and senior employees.
- Investopedia Financial modeling certificate.
- Military Outstanding Volunteer Service Medal. Supported underprivileged children and served meals to veterans through USO Program.

Reggis Guthrey

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EDUCATION

University of Colorado Boulder, Leeds School of Business

Boulder, CO

Master of Business Administration

May 2022

- **Leadership & Awards:**

- Executive Committee of Barney Ford Diversity Fellowship
- Pillars of Wallstreet Financial Modeling and Excel Training

Texas Tech University

Lubbock, Texas

Bachelor of Science, Business Administration

May 2016

- **Leadership & Awards:**

- Presidential Scholarship Recipient
 - Energy Commerce Program (Only 50 admitted in class of 2016)
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PROFESSIONAL EXPERIENCE

Compass Royalty Management

Dallas, TX

Project Manager

February 2020 – June 2020

- Assembled a team to complete a companywide audit and due diligence of records to determine total acreage (between 5 and 9 million acres) and value of assets owned across all United States Basins
- Utilized expertise in mass due diligence projects and previous experience in acquisition and divestiture work to quantify type of ownership and consolidate acreage owned of approximately 1.5 million acres
- Accomplished 6 month stretch goal of Wyoming and Oklahoma asset consolidation, all the while adjusting on the fly to extreme budget cut from \$1mm-\$500m due to downturn in commodity price
- Pivoted to digital record keeping system on one week notice in order to allow contractors to continue work seamlessly during onset of Covid-19

Stronghold Resource Partners

Dallas, TX

Landman, Software Implementation and Design Lead

September 2018 – February 2020

- Selected and subsequently led implementation of Oil and Gas land Title data software for a cross-disciplinary Land team with experiences ranging from 0-20 years in Oil and Gas
- Worked Acquisition and Divestiture due diligence in a cross-disciplinary effort between legal, finance and land teams to execute over 100 deals ranging from \$5mm-\$50mm in West Texas royalty assets over 2019
- Served as lead and processes/standards reviewer as team worked through over 100,000 acres in less than 6 months for end of year Midland-Basin title project
- Held position as the point man between Title/Land team of 50, 4 external software developers, and 2 in-house Salesforce developers, to ensure software product contained all features necessary for our Title team to succeed and develop industry leading speed and accuracy
- Recruited, and interviewed new land title members in a 10x team expansion in less than 1 year

Chesapeake Energy Corporation

Oklahoma City, OK

Landman, Land Asset Integrity Team

May 2017 – September 2018

- Evaluated multiple Business Units (Mid-Continent, Eagle Ford, Powder River Basin) active and inactive leasehold positions approximating over 10 million acres as part of Land Asset Integrity Team
 - Created a 3D depth leasehold model accurately representing all sub-surface stratigraphic activity unlocking up to 4x value multiplier of leasehold in certain assets
 - Built internal tracker of all active and inactive leasehold in the Mid-Con (Oklahoma and Kansas) Basin
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AMBER HUGHES

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PROFESSIONAL SUMMARY: My professional experience is in marketing, events, advertising, partnerships, and people management, but my passions lie in real estate and sustainability. With my ongoing MBA degree, my goal is to pivot careers and follow my passions more while creating a lasting impact on the real estate industry. This semester, I am taking real estate and advanced finance courses to better prepare me for summer internships in the field.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Real Estate and Sustainability *May 2022*

- **Involvement:** GREA Member, Net Impact Member, LSIC Consultant, & Outdoors Club Consultant
- **Activities & Achievements:** Participant in the Net Impact Case Competition, 3.8 GPA
- **Relevant Courses:** Real Estate Principles, Applied Finance, & Spanish Language Enrichment

UNIVERSITY OF WISCONSIN – MADISON Madison, WI
BBA, MARKETING AND MANAGEMENT *May 2014*

- **Involvement:** Student Business Incubator (Social Chair), Club Volleyball, AXO Sorority, & Badger Volunteers
 - **Activities & Achievements:** Deans List, All Campus Leadership Conference 2011, 3.75 Major GPA
 - **Other:** Bocconi University Exchange Program in Milan, Italy, Spring 2013
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PROFESSIONAL EXPERIENCE

CHICAGO BLACKHAWKS HOCKEY TEAM Chicago, IL
Marketing Coordinator *June 2017 – August 2020*

- Managed, scheduled, and directed over 100 players, coaches, media personnel, and executives for six (6) Annual Blackhawks Conventions by utilizing Airtable's CRM and the Workfront project management system
- Led and launched a community initiative from start to finish with Rowboat Creative in response to the global pandemic which resulted in over \$45,000 for charity in week-long campaign
- Negotiated a partnership down to 25% the initial ask by creating value in our marketing assets & overall brand
- Implemented new marketing strategies to push ticket sales; executed a digital advertising campaign that resulted in an 860% ROAS
- Executed day-of activation for 250+ events at the United Center, including all Blackhawks home contests, the 2017 NHL Draft, the 2017 NCAA Frozen Four, & other special events

Marketing Assistant *August 2015 – June 2017*

- Launched a new program, Blackhawks Fitness, to focus on the health and wellness of fans with all proceeds benefiting charity; pitched this program fitness boutiques across Chicago to partner with the Blackhawks to consolidate costs which resulted in \$4,500 in retail sales and over \$10,000 to charity
- Organized six fitness and wellness events with over 800 participants in total including all logistics and marketing necessary to reach maximum capacity

Marketing Intern *June 2014 – August 2015*

- Assisted in launching Club Blackhawks, the Blackhawks mobile application for children, as the pioneer team in the NHL which resulted in 35,000+ downloads
 - Managed Tommy's Crew, the official Kid's Club of the Chicago Blackhawks, and led a re-branding campaign for the club which resulted in 80% growth in revenue and over 25% growth in membership numbers
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ADDITIONAL INFORMATION

- Conversational in Spanish and Italian Languages
- Skills include copywriting, communication, relationship building and management, Microsoft 365, Adobe Creative Cloud (Illustrator, InDesign, and Photoshop), and basic HTML/CSS
- Volunteer work: Big Brothers Big Sisters Volunteer (March 2018 to September 2020), Inner City Education Tutor (January 2018 to March 2020), Marathon/Triathlon Fundraiser (\$15,000+) and Participant (2016 – 2019)
- Consulted and presented to campgroundbooking.com with recommendations pertaining to SaaS and Real Estate investments based on detailed research and past experience (Fall 2020)
- Additional internship experience in nonprofit event work, social media management, and advertising sales (top performing sales rep in my market for summer 2012)
- Fun facts: dog mom, fitness enthusiast, amateur snowboarder, avid knitter, & skillet cookie lover

EMILY LUCHETTI

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linkedin.com/in/emilyluchetti
emilyluchettidesign.com

PROFESSIONAL SUMMARY: Strategic, insightful leader and creative thinker with over 5 combined years of management, marketing, and consulting experience leading companies varying in size towards revenue growth and customer acquisition, using innovative and logical idea generation and implementation.

EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS Boulder, CO
Master of Business Administration, Concentration in Entrepreneurship & RE Development May 2022

- **Involvement:** Graduate Real Estate Association, Women In Business, Leeds Outdoor Industry Club.
- **Activities & Awards:** New Venture Challenge Candidate.
Scholarships: Real Estate Capstone Advisors, Gary Woods, Day MBA.
- **Relevant Courses:** Real Estate Principles, Finance, Economics, Entrepreneurship, Marketing.

UNIVERSITY OF COLORADO BOULDER Boulder, CO
BA Environmental Design, Concentration in Architecture, Design Studies, Digital Fabrication May 2019

- High Distinction Honors, Business Marketing & Management, Sustainable Architecture Renovation Capstone.
- 2018 Colorado Pollinator Summit Speaker, Urban Bee Research Design Build Praxis.

PROFESSIONAL EXPERIENCE

Lois Hill Jewelry *Global Fashion Brand* New York City | Bali, Indonesia
Marketing & Media Specialist, Product Design Consultant May 2015 – Nov 2017, June – Sep 2020

- 2020: Consulted, pioneered, and designed, launched full scale UX/UI ecommerce rollout of a brick-and-mortar company, increasing monthly sales from \$12k to \$50k-\$80k.
- 2015-2017: Consulted on launch of new product line, ultimately leading to a QVC partnership.
- Grew social by 400% through strategic positioning, influencer relationships, & marketing campaigns.

Recreational Equipment, Inc Denver, CO
Visual Merchandising Specialist Sep 2019 – Apr 2020

- Creatively overhauled visual merchandise presentation through design and marketing, doubling sales.
- Exceeded corporate goals for sales on Winter product launch through skillful visual design decisions, increasing purchases up to 200% in areas, setting us ahead of LY numbers by at least 1 month.
- Led and trained team of 20+ resulting in increased team synergy and higher sales output.

Vape Daddy's, Inc Newton, MA
Regional Manager Feb – Dec 2015

- Scaled company sales 250% within 9 months through effective management, leadership, marketing, merchandising initiatives and industry research, which contributed to the opening of a 4th location.
- Effectively led teams across all locations working closely with CEO's to implement strong company standards in hiring, managing, employee conduct and training.
- Expanded customer base three-fold through pioneering social media re-design and marketing campaigns.

ADDITIONAL INFORMATION

Software: Microsoft 365, Adobe Suite, GIS, Revit, Lumion, R Studio, Shopify, Wix, Grasshopper.
Interested in real estate, sustainability, climate. Skier, hiker, camper, motorcyclist, traveler, dog aunt.

MICHAEL MENDOZA

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EDUCATION

UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

Master of Business Administration, Concentration in Entrepreneurship and Real Estate

May 2022

- **Relevant Courses:** Quantitative Methods, Foundations of Teamwork, Financial Accounting, Managerial Economics, Corporate Finance, Marketing Management, Data and Decisions

UNIVERSITY OF NORTH CAROLINA CHARLOTTE, BELK COLLEGE OF BUSINESS

Charlotte, NC

Bachelor of Science in Business Administration, Concentration in International Business

December 2015

- **Relevant Courses:** International Business Processes and Problems, International Financial Management, Global Marketing Management, International Management, Strategic Management

FUDAN UNIVERSITY

Shanghai, China

Study Abroad, Chinese Culture and Business Practices

July 2014

ICESI UNIVERSITY

Cali, Colombia

Study Abroad, Modern Leadership

July 2013

PROFESSIONAL EXPERIENCE

UNITED STATES MARINE CORPS

Honolulu, Hawaii

Battalion Fiscal and Supply Logistics Officer

May 2017 – August 2020

- Prepared annual budget proposals for unit commander and directly managed \$1.8 million on average per fiscal year.
- Created a robust excel fiscal tracker for increased budget clarity which verified status of expenses within financial lifecycle from obligation to liquidation for unit exercises, federal contracts, and other unit commitments.
- Led a team of 17 direct reports in support of battalion property accountability requirements consisting of serialized weapons, high value military equipment, warehouse inventory distributions, and safekeeping of personal effects.
- Mentored unit Marines as lead Command Financial Specialist through seminars or counseling appointments on personal financial management, understanding credit, and planning for long term considerations such as retirement.
- Regularly led coordination efforts across time zones with dispersed teams in Japan, California, and North Carolina.
- Conducted initial training for Active Duty service May 2016 as an Officer Candidate and afterwards as a Student Officer up to May 2017 before transitioning to the Fleet Marine Force.

GREEK SHIRT SWAP

Charlotte, North Carolina

Founder

January 2014 – January 2016

- Capitalized on a niche market opportunity by launching an online marketplace for consumers to buy, sell, trade collegiate fraternity and sorority apparel through a diverse network of university students.
- Drove and organized sales strategies, purchasing negotiations, cost management, advertising, social media, customer service, marketplace maintenance, web design, accounting, as well as shipping and handling of orders.
- Hired a part time assistant during peak periods, administering over 600 sales orders each with a handwritten note.
- Initiated a Campus Ambassador program to promote company brand across university campuses.
- Closed operations to prepare for upcoming military service commitments.

ADDITIONAL INFORMATION

- Currently serving in the USMC Reserves as a Platoon Commander (Captain) out of Savannah, GA.
- Awarded “Navy and Marine Corps Achievement Medal” after top-level external audit for exceptional management of nine battalion programs centered around acquisition, accountability, and reporting of military assets.
- Selected by the DoD to be a sponsored attendee of 2019 “Federal Training Institute” in Milwaukee, WI.
- Certified Yellow Belt in “Lean Six Sigma, Continuous Process Improvement” program.
- Chosen as “Commencement Speaker” for the University of North Carolina Charlotte (UNCC) graduating class.
- Recipient of the UNCC “Distinguished Leaders” medal for efforts in organizations across campus to include Student Government, Greek Life, and Office of Intercultural Outreach Programs.
- Recipient of the UNCC “Overall Excellence in New Member Education” award for development of best fraternity program on campus, with a focus on leadership development and critical thinking skills.
- Native Spanish speaker born in Colombia and minored in Spanish during undergraduate studies.