



Herbert D. Weitzman
Institute for Real Estate

RESUME BOOK

SPRING / SUMMER
2024



Herbert D. Weitzman Institute for Real Estate

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WEITZMAN INSTITUTE FOR REAL ESTATE

Spring 2024 Center Programs



THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management
Herbert D. Weitzman Institute for Real Estate



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UNIVERSITY OF TEXAS AT DALLAS**

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January 11, 2024

Real Estate Club at UTD Board Members Attended “Weitzman Annual Retail Forecast”

Jaqleen Phan, Real Estate Club at UTD Board member reports:

Thank you to Weitzman and Julie Lynch Director of the Weitzman Institute for Real Estate for allowing the board members from The Real Estate Club at UT Dallas to attend this event, especially as it marks a new milestone for the Retail Industry in the DFW area- the highest occupancy rate at 95.2%!

Weitzman's Robert Young delivered a concise and insightful presentation, exposing me to different commercial real estate spaces. I look forward to learning more about each! Overall, community centers perform the best at 96.2%, and malls have the lowest occupancy rates at 91.4%.

It was followed by an engaging and lively talk between Herb Weitzman and Anton Pil from JP Morgan, covering various personal insights and expectations in the retail industry. Some of the tiny diamond details I personally found in the conversation were:

- The potential leverage of owning acres of forest in changing markets
- The advantage of having a brick-and-mortar store is that it impacts online sales by as much as 10 to 17%.
- The shift of accessibility to tap into real estate for the average investor (or American, even) is recognized in the rise of Public REITs.

Finally, it was a pleasure to have some networking opportunities at the event! Practicing talking to professionals from Weitzman and other visiting firms was great.




Board Members Real Estate Club at UTD (left to right):
Komal Chakravarthula,
Jaqleen Phan
Yesmine Keopaseut
Shrija Chettyalli
Manolo Del Castillo
Matthew Miller
Tomas Llano
Alejandro Becerra
Alex Hannie REAL (Real Estate Alumni Leader) fall 2023 Board Member



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REAL ESTATE CLUB AT UTD BOARD MEMBERS
RETAIL FORECAST INTERNS AT WEITZMAN

WELCOME TO weitzman®	
	Alex Hannie Market Research Intern Brokerage Dallas
	James Hunsinger Market Research Intern Brokerage Dallas
	Manuel Del Castillo Market Research Intern Brokerage Dallas
	Katrina Kieu Market Research Intern Brokerage Dallas

Real Estate Club at UTD fall 2023 Board members were hired as Interns to help perform market research for the Weitzman Retail Annual Forecast Report and event.

Weitzman provided training and support to help ensure the success of these internships.



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Scholarship Recipient



Community Scholarship Recipient:

Sai Eshwar Reddy Bachireddy – University of Texas at Dallas

The recipient received:

- One \$5,000 scholarship for tuition and books
- Complimentary 24-month CoreNet student membership
- Complimentary ticket to the 2024 BW&B Gala



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January 23, 2024 Real Estate Club at UTD "WELCOME" Event

The Real Estate Club at UTD Board shared with students the mission of the club and benefits they have derived from being a club member which includes learning more about the industry, meeting and starting to build their network of industry professionals, forging peer-to-peer relationships, scholarship opportunities and more. The Board also revealed the spring 2024 events and activities they developed as a result of their five strategic planning meetings over winter break.



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January 25, 2024

"Real Estate Artificial Intelligence"

Hosted by Tomas Llano and Manolo Del Castillo, the Real Estate Club at UTD invited Rob Darnell and Nicholas Bailey from Weitzman's research department to present on how AI is used in commercial real estate (CRE). They addressed common concerns about AI replacing jobs by explaining how it automates mundane tasks, such as data analysis, to enhance worker efficiency.

Darnell and Bailey also highlighted the use of AI tools like Placer.AI to understand market analytics better, allowing real estate professionals to provide more informed decisions to their clients. They also emphasized that AI supports human workers rather than replacing them by speeding up routine tasks like property valuations repetitive tasks or basic research. Additionally, they warned of the risks of over-relying on AI, recommending always to double-check its outputs.

This presentation helped clarify the practical benefits and limitations of AI in enhancing service delivery in the real estate industry.



(left to right): Manolo Del Castillo – President Real Estate Club at UTD, Rob Darnell – Vice President of Research at Weitzman, Nicholas Bailey – GIS Specialist at Weitzman and Tomas Llano Public Relations Board member for Real Estate Club at UTD



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January 30, 2024

"PGIM Roundtable Rotations"

The Real Estate Club at UTD (REC) organized a rotational round table event featuring PGIM Real Estate experts, who shared their extensive knowledge across various facets of the industry. This rotational format enabled students to gain insights directly from top professionals about different aspects of the industry in a comprehensive manner.

The discussions ranged from strategic asset management, highlighting its importance in today's market, to the complexities of loan servicing post-origination. The professionals also emphasized the crucial aspects of compliance and transparent reporting necessary for maintaining investor trust and the strategic importance of investment operations in real estate.



PGIM Table Leaders:

- Asset Management - Charles Scott
- Servicing - Aimsley Frye
- Agency Investor Reporting - Amanda DeHorney
- Core Investor Reporting - George Martin
- Investment Operations - Keith Kehlbeck

(left to right):

- Keith Kehlbeck – PGIM
- Komal Chakravarthula - REC Board member
- Aimsley Frye – PGIM
- Amanda DeHorney –PGIM
- Charles Scott – PGIM
- George Martin- PGIM
- Manolo Del Castillo- REC spring 2024 President



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February 1, 2024 "Thirsty Thursday"

On the inaugural Thirsty Thursday, more than 35 members of the Real Estate Club at UTD gathered at a local restaurant for a memorable evening of connection and camaraderie. The atmosphere was relaxed, fostering open networking and lively conversations over salsa and pizza. Through rotations, each member had the chance to share their motivations for joining the Real Estate Club at UTD, discuss their aspirations in real estate, and create meaningful connections with fellow students. It truly exemplified the spirit of community and collaboration.



(left to right): Karen Boyd, Amar Saleh, Emily Sandoval – spring 2024 Board member Real Estate Club at UTD

Real Estate Club at UTD Board members (left to right): Alejandro Becerra, Manolo Del Castillo – spring 2024 President, Shrija Chettyapalli, and Jaqleen Phan



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February 6, 2024

Naveen Jindal School of Management Student Organization Fair

At the start of every semester, UTD holds club fairs that gives our club and others a great opportunity to introduce the club's mission, encourage club participation, increase and diversify the membership pool. REC Board members prepared a table to draw attention and represent the club well. This was achieved through the use of the Herbert D. Weitzman Institute for Real Estate (HDWIRE) branded tablecloth. Offering HDWIRE promotion items to lure students in so REC Board members could share the club's mission, benefits, encourage participation and membership. The REC Board acquired over 60 new student members during the two club fairs that were held.



Real Estate Club at UTD board members representing the club: graduate student Matthew Miller (VP) and undergraduate Yesmine Keopaseut with support of Scott Lowrance, PhD Associate Director of the Weitzman Institute for Real Estate, talk to students.



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February 8, 2024 Clarion Partners and One Victory Park Company and Site Visit

Clarion Partners LLC hosted the Real Estate Club at UTD members for an enriching property tour of One Victory Park located in Dallas, Texas. The tour provided insights into the building's strategic positioning and Clarion's vision for its future. [L] [SEP]

We really appreciate our Clarion hosts David Dow, Michael Tan, Taylor Epperson, Campbell Vise, and Macan Wilson's time, passion and knowledge they shared with our members.



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Entrepreneur Panel February 13, 2024



Manolo Del Castillo REC President and Alejandro Becerra REC Board member organizing and lead the panel discussion for the Real Estate Club at UTD members with the esteemed panel of commercial real estate professionals which included Ben Appleby, Najdi Rafaty, Todd Marchesani, and Jeff Brand. Each of these individuals brought a wealth of experience and knowledge in the realm of commercial real estate to the forefront, offering invaluable insights and guidance to the passionate club members eager to learn.

Beyond just imparting wisdom, the event served as an excellent platform for networking, allowing attendees to forge connections and expand their professional circles. The positive reception from those who participated underscores the significance of such events in fostering learning and camaraderie within the real estate community.



(left to right): Manolo Del Castillo - President of the Real Estate Club at UTD, Najdi Rafaty - Managing Principal of LINC Commercial Realty, Ben Appleby - Co-Founder and CEO for Dogwood Commercial, Todd Marchesani - Partner of Box Investment Group, Alejandro Becerra – REC Board member.




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"What is CCIM and How Can it Help You?"

February 15, 2024

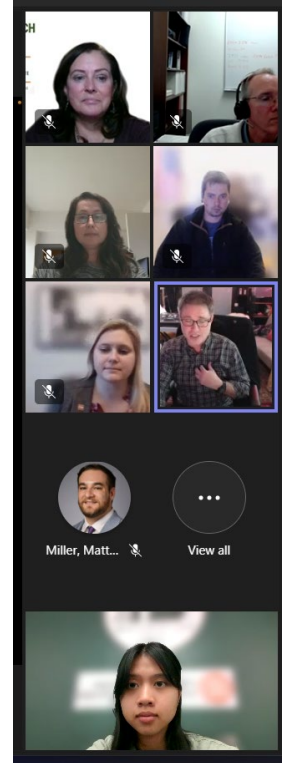
NAVEEN JINDAL SCHOOL OF MANAGEMENT
The University of Texas at Dallas





WHAT IS A CCIM?

- A CCIM (Certified Commercial Investment Member) is a recognized expert in the commercial and investment real estate industry.
- A CCIM is a part of a global commercial real estate network with members across North America and more than 30 countries.
- CCIMs have completed a designation curriculum that covers essential CCIM skill sets including ethics, interest-based negotiation, financial analysis, market analysis, user decision analysis, and investment analysis for commercial investment real estate.
- CCIMs have completed a portfolio demonstrating the depth of their commercial real estate experience. Finally, they have demonstrated their proficiency in the CCIM skill sets by successfully completing a comprehensive examination.



Professor Daniel Zale, CCIM led students in a 45-minute Teams session explaining the professional development opportunities, the CCIM designation and his personal experience of being involved at the North Texas Chapter of CCIM (Certified Commercial Investment Member).

Students were introduced to how to gain access to an established network of CCIM real estate professionals connected nationally and globally. Through CCIM's partnership, students at UTD can network, educate, and immerse themselves in a like-minded community to enhance their career journeys. The Teams session was also an excellent opportunity for students to develop their knowledge about industry associations and how they help create a framework for their real estate aspirations and career journeys.



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February 20, March 28, April 9, 2024

The Cash Flow Analysis Excel Modeling Happy Hour event series, led by Julie Lynch, the director of Herbert D. Weitzman Institute for Real Estate, introduced students to the critical skill of how to build a robust Excel cash flow model for evaluating a commercial estate investment. Taking place over three engaging sessions, students learned about essential real estate metrics, identifying key financial considerations and the essential components of a cash flow model in Excel. Participants gained hands-on experience in calculating Net Operating Income (NOI) and other critical financial indicators. Through case studies of current properties, participants put their knowledge into practice.

[illegible]

The case example to the left shows the cash flow excel model of the Nolan Patrick Industrial Property. Building the cash flow model in Excel, students were then able to develop and analyze the key metrics below.



Julie Lynch
Associate
Professor of
Practice

Gross Sale Proceeds:	\$	8,930,181	6th Year NOI divided by Terminal Cap rate of 9%				
Sale Costs:	\$	357,207	Gross Sales Proceeds * : E.g. Title Insurance / Prorated Property Tax / EIA / Commission				
Net Sale Proceeds:	\$	8,572,974	=> Property Value				
Loan Balance:	\$	4,102,297	=PV(interest rate/12,Annual Period 300 minus Holding Period 60,annual DS 381661/12,0)				
Equity Reversion:	\$	4,470,677	=> Money seller gets to keep				
		Year 0	Year 1	Year 2	Year 3	Year 4	Year 5
Property Before Tax Cash Flow		(\$7,500,000)	\$ 731,000	\$ 745,010	\$ 759,282	\$ 773,820	\$ 9,361,604
Earnings Before Tax Cash Flow		(\$3,000,000)	\$ 349,339	\$ 363,349	\$ 377,621	\$ 392,160	\$ 4,877,646
Going-in Cap Rate:		9.75%	(Year 1 NOI/Acquisition price)				
Property Value via DCF:	\$	8,516,601	=NPV(discount rate 9,PBTCF year 1 : year 5 which includes the sales price)				
Unlevered IRR:		12.32%	=IRR(PBTCF Year 0 : Yes No loan on property 12.32%				
Levered IRR:		19.13%	=IRR(EBTCF Year 0 : Year 5) 19.13%				
Unlevered NPV:	\$	1,016,601	Property Value 8,516,601 above minus acquisition price 7,500,000				
Levered NPV:	\$	233,812	=NPV(leveraged discount rate 17,EBTCF Year 1 : Year 5) + EBTCF Yr 0				
DSCR		-1.92					
Debt Service Coverage Ratio							

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Real Estate Sales Panel February 22, 2024



(left to right): Emily Sandoval, Tomas Llano – REC at UTD Board members, Lyn Van Amburgh - Weitzman, Glen Bermow - SVN | Net Lease, Grant Pruitt – White Box Realty, Ryan Cave - The Cave Realty Team

Moderated by Real Estate Club at UTD board members Emily Sandoval and Tomas Llano organized a sales panel event featuring four experienced professionals from the Dallas area real estate sector. The panelist offered valuable advice to students, emphasizing the skills and attitudes necessary to succeed in real estate sales.

Three of the panelists specialized in commercial real estate (CRE), while one was an expert in residential properties. Throughout the event, each speaker shared their personal experiences in the field, providing insights into the different dynamics of commercial and residential real estate markets. They discussed current market trends, challenges they face, and opportunities they see on the horizon.

Tremendous value was derived by all participating Real Estate Club at UTD members.



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Interview Prep & Networking Skills by Jason Cirilo | Associate Director Career Management Center – Jinal School of Management March 4, 2024

The board members of the Real Estate Club at UTD goal of this program event was to teach students the necessary skills and strategies to improve their interview and networking skills. Jason Cirilo, the associate director of the Career Management Center, and Phillip Morphew shared intricate guidelines of how to deliver effective responses in an interview and worked with the students via online Teams by assigning exercise drills. Jason offered real-time constructive coaching, students gained a better understanding of the interview process, what employers seek in a career candidate, and how to properly communicate with professionals.



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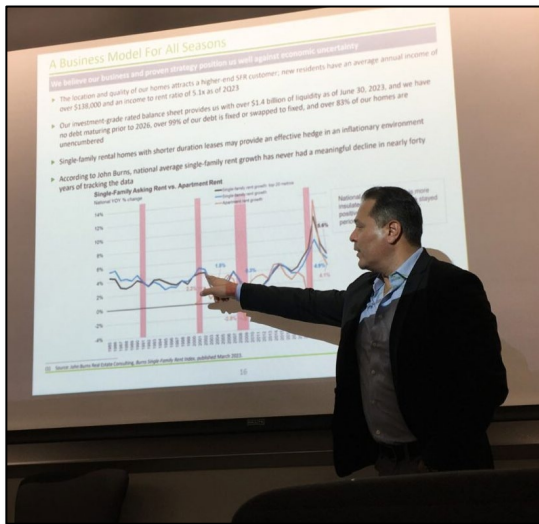


Discovering Single-Family Rentals with Invitation Homes

Peter DeLello, Sean Haley and Noah Harness
March 7, 2024

Invitation Homes is enabling more than 80,000 people to live in the home of their dreams without the worry of a mortgage through a rental program.

Peter DiLello – Senior Vice President of the Investment Management Group shared with Real Estate Club at UTD participants Invitation Home's investment strategy. While Sean Haley and UTD REAL (Real Estate Alumni Leader) Noah Harness shared their insights, experiences and advice.



Peter DiLello
Senior Vice President,
Investment Management Group
INVITATION HOMES



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Thirsty Thursday – Social Event March 7, 2024

During the second Thirsty Thursday, the tradition of networking over salsa and pizza continued, with an exciting twist—representatives from Invitation Homes joined us, enriching the experience for all.

As club members mingled and conversed, they not only connected with each other but also had the chance to engage with the Invitation Homes team. From inquiring about real estate opportunities to seeking advice on various aspects the real estate industry, members embraced the valuable opportunity to network in a social setting while gaining insights into the industry. It was a memorable evening that epitomized both the social and educational facets of our club's gatherings.

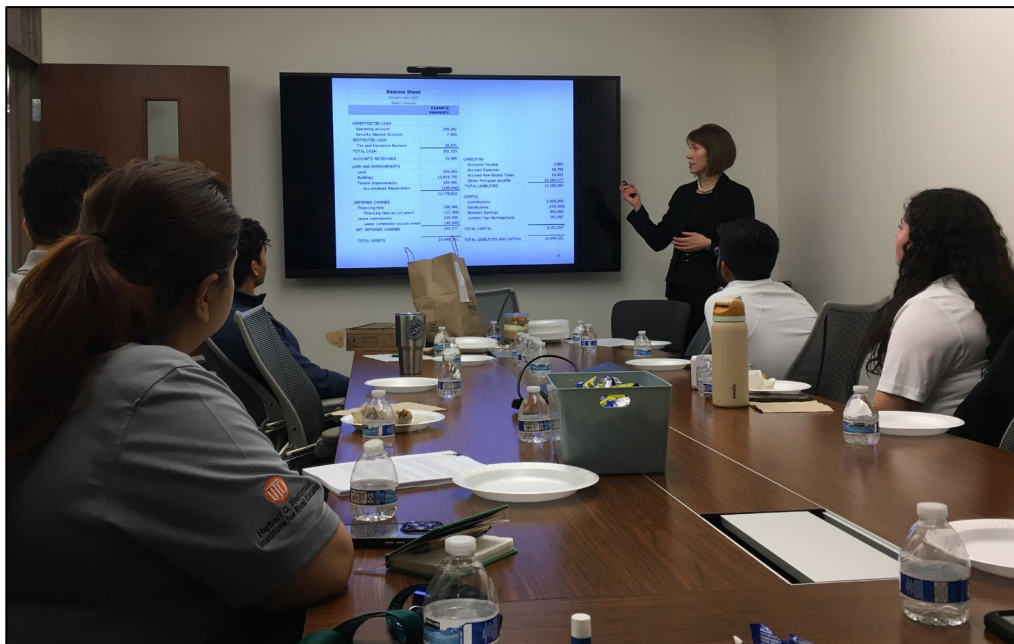


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Real Estate Accounting Insights: A CFO's Perspective from Weitzman Lunch-n-Learn March 21, 2024

The Real Estate Club at UTD hosted the "Accounting Lunch and Learn" event featuring Weitzman's CFO Stephanie Toliver. With a focus on real estate accounting, Toliver delved into financial statements' intricacies, offering attendees invaluable insights. Her expertise and dynamic presentation style captivated the audience, making for a highly informative session. Participants left with a deeper understanding of real estate accounting principles and strategies, eager to apply their newfound knowledge in their professional endeavors. Toliver's contribution ensured the event was a resounding success, leaving a lasting impression on all who attended.



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Pickleball Social

March 22, 2024

The pickleball event proved to be a fantastic occasion for Real Estate Club at UTD members to strengthen their connections and unwind in a more casual setting outside of the university environment. As they engaged in friendly matches, the atmosphere buzzed with conversations about real estate, offering a unique blend of social interaction and professional discourse. Amidst the spirited games and displays of athletic skill, members found the perfect balance of team bonding and physical activity, fostering deeper connections within the club. It was a memorable outing that showed the essence of community and shared interests among members.



Real Estate Club at UTD



Real Estate Club at UTD Board members (*left to right*): Shrija Chetty, Yesmine Keopaseut, Manolo Del Castillo, Jaqleen Phan and Emily Sandoval



(*left to right*): Yesmine Keopaseut club Board member and Manolo Del Castillo, Real Estate Club at UTD President



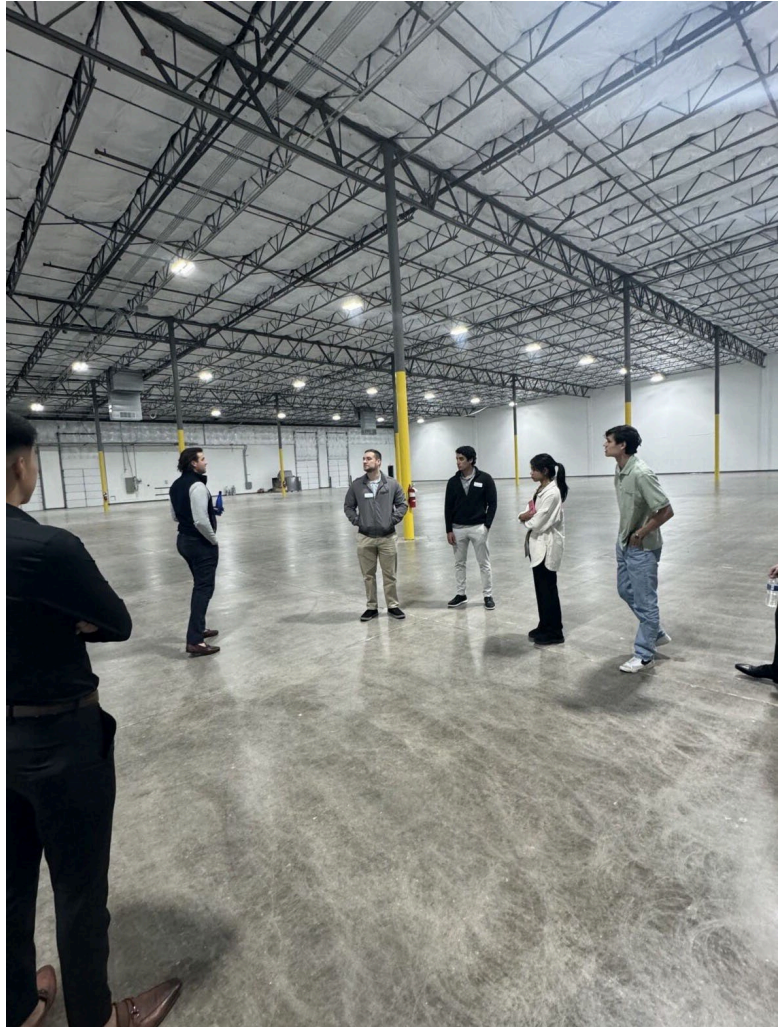
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Blue Ridge Industrial Property Tour March 26, 2024

Nate Leifeld from Blue Ridge Industrial led a group of Real Estate Club at UTD members on an educational tour of an empty warehouse, providing a comprehensive overview of industrial property operations. The tour started with the exterior which included the structural features and logistics that are critical for such properties, including access points and loading docks.

Inside, he walked the students through the layout, discussing the importance of space optimization and infrastructure tailored for various industrial uses. Nate also delved into the economics of owning and operating an industrial warehouse, covering topics such as leasing strategies, property valuation, and market demand. The experiential learning tour not only showcased the physical aspects of industrial real estate but also gave students real-world insights into the financial and operational considerations essential for managing such properties effectively.



(left to right) host Nate Liefeld with Blue Ridge Industrial, Matt Miller VP Real Estate Club at UTD, Alejandro Becerra, Yesmine Keopaseut and Ian Mayer Real Estate Club at UTD Board members.



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RealPage Property Tour

March 28, 2024



(bottom row left to right): Yesmine Keopaseut, Thomas Crawford, Jaqleen Phan, Ian Mayer
(top row left to right): Reign Johnson, John Laury (Senior Manager and Recruiter), Emily Sandoval, Aidan Boyd, Andrew Nguyen, Emily Sandoval, and Ethan McQuade

A group of nine Real Estate Club at UTD members had an opportunity to network over coffee at Starbucks. Afterward, students gathered at the RealPage headquarters greeted by John Laury, Senior Manager of Recruiting. He gave students a tour of the various amenities that RealPage offers to its employees, emphasizing an immersive work-life culture.

Continuing the tour, students gathered in a conference room and were walked through a presentation with Blair Austin, Senior Vice President of Strategy and Execution and Transformation, and Arben Skivjani, Strategic Data Analyst. In the presentation, students were exposed to RealPage's trailblazing history in the early implementations of using cloud computing in the Real Estate Sector, and their innovative approaches to servicing technological real estate solutions for various business-to-business clients in the multifamily market.



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Golf Ranch Social Event

April 4, 2024



Alejandro Becerra
Officer Real Estate
Club at UTD

The Real Estate Club at UTD golf event provided an ideal platform for club members to network while enjoying the game of golf. Amidst swings and putts, conversations about real estate flowed freely, blending seamlessly with the camaraderie of the game.

As members showcased their skills on the course while playing, they not only bonded as teams but also gained valuable insight into the real-world application of golf in the business world, particularly within the realm of real estate. It was a memorable occasion that combined leisure, networking, and professional development in a seamless blend.



Yashica Nabar



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Solar Eclipse Viewing Party

April 8, 2024



The solar eclipse provided a remarkable once-in-a-lifetime experience for Real Estate Club at UTD members to cherish. Gathering together for a picnic on the lawn, we marveled at the celestial phenomenon while engaging in conversations with classmate members and newcomers alike. The event served as a magnet, drawing in numerous new faces to the club, all of whom relished the opportunity to partake in the eclipse viewing and subsequently became regular attendees at future events. It was a truly unforgettable occasion that united us in awe of the natural world and strengthened our bonds as a community.



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Granite Park Property Tour

April 10, 2024



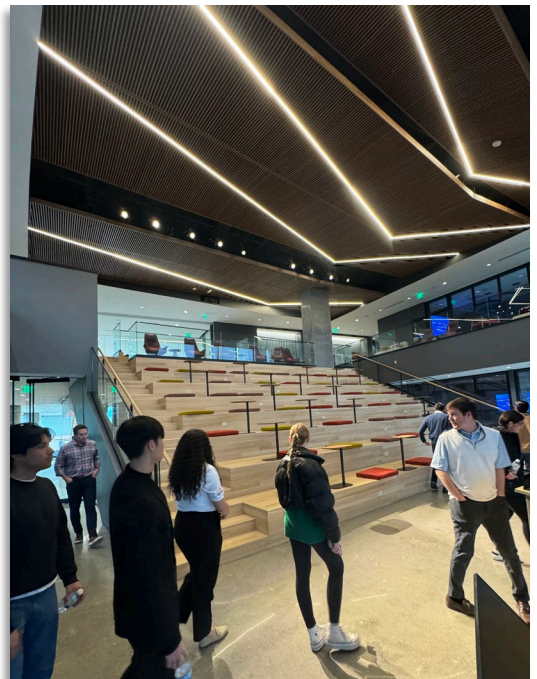
Students were given a two-part presentation and property tour led by Investment Manager Carson Dennis and Director of Leasing Burson Holman at Granite Properties.

The first part of the event was a PowerPoint presentation led by Carson and Burson in collaboration with some of his associates focusing on the investment goals and strategies toward excelling in the office sector. More specifically, they explained their investment thesis that has led their company to success despite market challenges and details on their latest developments.

The second part of the event featured a walk-through tour of one of their newer projects, Granite Park 6. Students explored the high-end amenities and features that make this development unique and competitive to potential tenants. Additionally, students were allowed to see the city horizon from the 16th floor!



(left to right): Carson Dennis, Investment Manager- Granite Properties, Real Estate Club at UTD Officers Katrina Kieu and Emily Sandoval, Burson Holman, Director of Leasing - Granite Properties



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CRE Young Professional Panel

April 15, 2024

Young Professionals Panel is a distinguished panel of UTD REALs (Real Estate Alumni Leaders) who have made significant strides in the commercial real estate industry. During the discussion, these accomplished professionals shared relatable insights into their career paths, highlighting pivotal moments, key challenges, and notable successes that have shaped their professional journeys.

Speakers included:

- Michael Mistry, Investments Analyst at Link Logistics
- Alejandro Jimenez, Financial Analyst at Trammell Crow Company
- Alex Hannie, specializing in Asset Management and Acquisitions at Capital Boutiq
- Gabriela Hernandez, Senior Investment Analyst at PGIM Real Estate
- James Hunsinger, Assistant Vice President of Mortgage Servicing at Bank of America
- Kayley Alicea, Project Coordinator at JLL



(left to right) - Michael Mistry*, Alejandro Jimenez*, Manuel Del Castillo*, Gabriela Hernandez*, Katrina Kieu, Kayley Alicea, James Hunsinger*, Alex Hannie

*Past president Real Estate Club at UTD



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Lunch-n-Learn

Ryan Atkins - Red Summit Partners

April 24, 2024



(left to right) Jaqleen Phan*, Yashica Nabar, Shrija Chettyalli*, Sanjana Koratala, Soumika Seelam, Jiajun Wynn, Aura Mosquera, Sophie Umbarger, Purnima Krishnan, Gio Ochoa, Ryan Atkins, Managing Principal - Red Summit Partners

*Real Estate Club at UTD Board members

Over lunch club members had an engaging discussion with Ryan Atkins, founder and managing partner of Red Summit Partners.

Ryan explained how he navigated his successes and challenges between the astonishing leaps in his career development through his commitment to taking risks and maintaining relationships with real estate professionals. He also inspired students by sharing a PowerPoint with stunning before and after pictures of his keystone renovation projects in Red Summit's portfolio. Students additionally got a brief but thorough introduction to various careers in commercial real estate.

Most importantly, students interacted in a casual but informative environment with an accomplished real estate entrepreneur! These events tie the classroom learning to real world applications while building a network in the real estate industry.



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UTD JSOM Alumni Day – May 4, 2024

REALs (Real Estate Alumni Leaders)



(left to right) - Alejandro Jimenez, Abubakar Jalloh, UG Alum, Emily Sandoval, Edmund Lord, Nesta Murphy, Sai Teja Sunkara, Julie Lynch – Director Weitzman Institute for Real Estate



(left to right) - Julie Lynch and Brian Chen



Shiv Patel



Sarah Adams



(left to right): Jorge Leal Valladares, Nesta Murphy and Julie Lynch Director Weitzman Institute for Real Estate



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Real Estate Club at UTD Officer Transition Meeting May 5, 2024



Spring 2024 Officers of the Real Estate Club at UTD

(left to right): Jaqleen Phan, Alejandro Becerra, Shrija Chettypalilli

(top row left to right): Komal Chakravarthula, Yesmine Keopaseut, Matthew Miller, Tomas Llano, Manolo Del Castillo, Katrina Kieu and Emily Sandoval



The Real Estate Club at UTD met to celebrate the successful Spring 2024 semester, say goodbye to graduating seniors and welcome 3 new board members.

(left to right): Graduate student - Executive Vice President Matt Miller and undergraduate President Manolo Del Castillo. Both graduate May, 2024.



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Real Estate Club at UTD Ambassador Award Recipient May 5, 2024



CONGRATULATIONS to graduate student Matthew Miller who served as Executive Vice President of the Real Estate Club at UTD for earning the Ambassador Award! The award is in recognition of Matt's efforts to create awareness of the club's mission and programming as well as the achievement of significant increases in student and employer participation. During his terms, the Real Estate Club at UTD has grown by over twenty percent.



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**Real Estate Club at UTD
Transformational Leader Award Recipient
May 5, 2024**



CONGRATULATIONS to undergraduate student Manolo Del Castillo, President of the Real Estate Club at UTD for earning the Transformational Leader Award! Manolo was presented this award in recognition of his leadership style that produce significant results for the 600+ Real Estate Club at UTD members. Under Manolo's direction, he and his Board of Directors developed, coordinated and chaired 27 events for club members. These events are almost equivalent to an entire semester continuing learning outside the classroom to real world applications in the real estate industry.



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CCIM 4th Annual Golf Tournament

Volunteer Opportunity

May 8, 2024



(left to right): Professor Daniel Zale - CCIM, Thomas Crawford, and Jaqleen Phan Real Estate Club at UTD Officer

Thomas Crawford, and Jaqleen Phan Real Estate Club at UTD Officer in collaboration with the esteemed Professor Daniel Zale, dedicated their time and skills at the prestigious 4th Annual CCIM Golf Tournament.

Students promptly arrived at 9:15 AM and contributed morning and afternoon shifts ending at 6:15 PM. Their responsibilities ranged from managing a raffle and registration tables to warmly greeting esteemed professionals and sponsors, as well as facilitating smooth transportation by chauffeuring golf carts across the event.

This was not merely a day of volunteering; it was an enriching experience where the students expanded their professional network, engaging with leading real estate professionals within the CCIM community. This opportunity allowed them to gain invaluable insights and connections in the real estate sector.

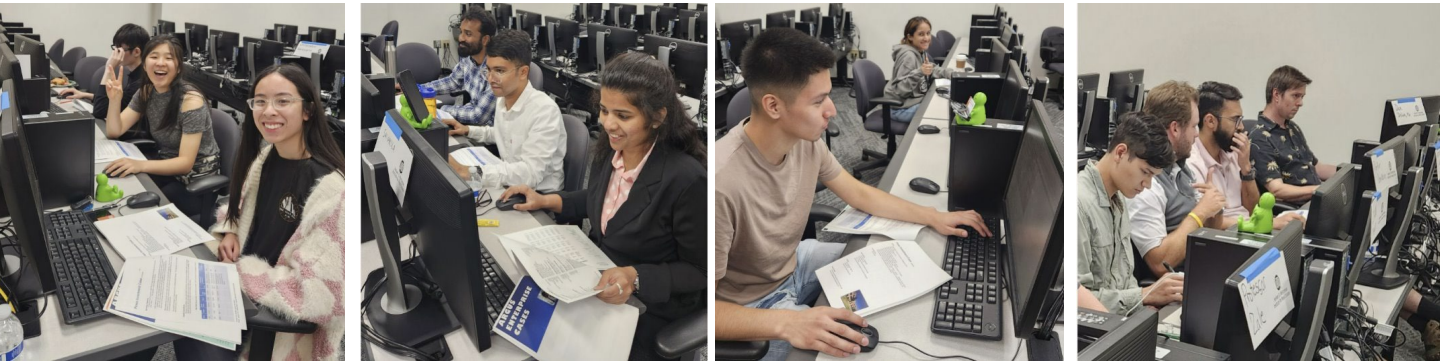


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ARGUS CASH FLOW ANALYSIS WORKSHOP

May 17, 2024



Real Estate Club at UTD undergraduate and graduate students eagerly participated in the ARGUS Cash Flow Analysis workshop. Participants earned a certificate of completion and now can add this marketable credential to their resume.

The timely workshop offering was held after the completion of the spring semester and graduations to prepare students and graduates for the workplace.

The six-hour hands-on workshop allowed students to learn the ARGUS application, build cash flow modeling and analytical skills.



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RESUME BOOK INTERNSHIP CANDIDATES

Brokerage, Financial Analyst, Property
Manager, Real Estate Investing
and Marketing

SPRING / SUMMER
2024



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BROKERAGE

Internships

SPRING / SUMMER
2024

Alisha Rahman

Allen, TX, 75002; (682) 375-9018; alisharahman786a@gmail.com
www.linkedin.com/in/alisharahman

EDUCATION

The University of Texas at Dallas

Bachelors of Science, Computer Information Systems and Technology: Cybersecurity

Top 10 Percent Scholarship, Dean's List Fall 2023

Extra-curricular: Nova Ambassadors, Women and Technology in Business

Relevant Coursework: Cloud Computing with AWS, IT for Business, Object Oriented Programming

Expected: May 2025

GPA 3.934

Dallas College, Richland Collegiate High School

61 Hours Dual Enrollment

May 2023

TECHNICAL SKILLS

- MS Office: Excel and Word Certified, PowerPoint, Outlook, Teams, SharePoint
- Programming: Java and C++ Proficient
- Security: CompTIA Network+ (introductory study), AWS Identity and Access Management
- Amazon Web Services: S3 Website Hosting, VPC and Compute Infrastructure Creation

KEY ACHIEVEMENT

Capstone Research Paper and Proposed Solution, The Digital Divide (15 pages)

August 2022 – April 2023

- Investigated the insecurity of top-quality technology among low socio-economic individuals.
- Identified the primary issue: Lack of high-speed internet connectivity.
- Constructed and presented a stopgap product for faster internet access.

INTERNSHIP EXPERIENCE

Quba Collections LLC, Richardson, TX, Website Developer Intern

February 2024 – Present

- Optimized user interface for enhanced shopping experience.
- Adapted security risk measures by developing duplicated sites and enhancing firewall.
- Analyzed inventory details from Excel lists and onsite POS systems for accuracy.

LEADERSHIP EXPERIENCE

American Muslim Women's Physician Association, DFW Metroplex, CPR Class Assistant

August 2017 – Present

- Coached over 100 students to properly perform CPR and Heimlich Maneuver.
- Consistently communicated with the instructor to ensure a seamless experience in coordinating class preparation.

Richland Collegiate High School, Dallas TX, Senior Mentor

June 2022 – May 2023

- Facilitated the smooth transition of new students from high school to a college setting, ensuring strong academic performance.
- Organized and executed school events to foster a seamless blend of high school traditions within the college environment.

ADDITIONAL INFORMATION

Languages: Urdu, Hindi, Working knowledge of Spanish and Arabic

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Asad A. Shaikh

asadashaikh15@gmail.com | [linkedin.com/in/asadashaikh](https://www.linkedin.com/in/asadashaikh) | McKinney, TX | (732)-910-1861

EDUCATION

The University of Texas at Dallas, Richardson, TX

May 2024

Bachelor of Science in Information Technology and Systems, GPA 3.6

Honors and Scholarship(s) – Cum Laude, David L. Holmberg Scholarship, JSOM Jindal Scholarship, Comet Scholarship

Relevant Coursework: Network and Information Security, Information Technology Infrastructure, Foundations of Business Intelligence, Database Fundamentals, System Analysis and Design, Applied Artificial Intelligence/Machine Learning, Cybersecurity Governance, Quantitative Business Analysis, Object Oriented Programming, Business Finance

SKILLS

- Technical Skills: Tableau, Power BI, Lucidchart, Eclipse, Jupyter Notebook, WordPress, Microsoft Office Suite (Word, Excel, PowerPoint, Outlook), Google Workspace (Docs, Sheets, Slides, Calendar, Drive)
- Programming Languages: Java, Python, SQL, HTML, CSS, JavaScript
- Certifications: Google Data Analytics, CompTIA Security+ (in progress)

PROFESSIONAL EXPERIENCE

Asian Student Achievement, Evanston, IL

January 2024 – Present

Technology and Business Development Intern

- Revamped the website using WordPress resulting in a 24% increase in visitor engagement.
- Led content marketing campaigns that amplified brand visibility by ~20% through strategic social media and video content distribution.
- Collaborated with senior leadership to innovate business development projects.
- Utilized Excel and Google Analytics in data analysis projects, enhancing jobseeker database management and leading to a ~10% increase in placement success rates.

Any Lab Test Now, Irving, TX

November 2022 – December 2023

IT Help Desk Technician

- Provided technical support that resolved ~100% of common issues such as password resets, user account management, internet connectivity, CPU performance optimization, and hardware connectivity resulting in improved customer retention rates.
- Efficiently managed 10+ daily customer IT queries across multiple channels.
- Mentored and led 5 staff members in specialized training workshops, diminishing routine inquiries, thereby boosting lab staff productivity, and streamlining operations.

PROJECTS

- **Business Policy and Strategy Consulting Capstone** – Conducted a competitive analysis for Tripbarn, a leading travel management platform, evaluating key competitors in the U.S. and Europe market. Utilized market research to create a detailed feature-benefit matrix, identifying strategic opportunities and weaknesses.
- **Shopify Platform Enhancement** – Developed an app prototype to demonstrate key functionalities, utilizing interactive UI components for a dynamic presentation of the app's capabilities. Applied core UML principles to construct essential modeling diagrams, including Use Case and Context diagrams, to outline system processes.

CAMPUS AND COMMUNITY INVOLVEMENT

Association for Information Systems, The University of Texas at Dallas, *Member*

January 2023 – Present

Cybersecurity Club, The University of Texas at Dallas, *Member*

March 2023 – Present

Panache Youth Society, *Volunteer*

October 2022 – Present

Life Message, *Volunteer*

August 2019 – May 2021

ADDITIONAL INFORMATION

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Languages: English (full native fluency) and Urdu (Conversational)

Interests: Basketball, Pickleball, Volleyball, Video Games

Emily Sandoval

Flower Mound, Texas, 75022; 940-535-8216; emilysandoval0121@gmail.com
www.linkedin.com/in/emily-c-sandoval-

EDUCATION

The University of Texas at Dallas

Expected Graduate: December 2024

Bachelor of Science in Business Administration Concentration in Real Estate

Honors and Scholarship(s): Transfer Scholarship, Phi Theta Kappa

PROFESSIONAL EXPERIENCE

Lake City Investment S-Corp, Lewisville, TX

February 2018 – Present

Insurance and Warranty Manager

- Administered insurances and warranties for a pre-owned dealer with an 800+ customer portfolio.
- Launched a new department branch that allowed more control for the portfolio.
- Established insurance management lowering company losses by 40%.
- Amplified profits with establishing a warranty company that allowed for a faster and smoother transaction.
- Trained employees how to quickly and efficiently monitor and handle claims.

Lake City Holding LLC, Lewisville, TX

August 2020 – Present

Residencial Property Manager

- Facilitate maintenance requests from a tenant, investigating and resolving tenant complaints.
- Renew tenet leases via TREC forms.
- Study market trends to purchase and sell at the right time, increasing profits by 500%.

VOLUNTEER EXPERIENCE

Heart of the City, Clerk

February 2022 – April 2023

- Helped those in need with free clothing by obtaining adequate clothing donations.
- Promoted services by using social media and flyers on Canva.

ORGANIZATIONS

Herbert D. Weitzman Institute of Real Estate, VP of Communications

May 2023 – Present

Nash Leader's Program, Member

January 2024 – Present

ADDITIONAL INFORMATION

Technical Skills:

- Introduction to QuickBooks.
- Canva

Certifications:

- Word, Excel, and PowerPoint Expert Certification by Microsoft.
- Argus Workshop Certification.

Languages: Bilingual in English and Spanish.

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Ian Mayer

Plano, TX, 75093 • (858)-353-7416 • irm210002@utdallas.edu

www.linkedin.com/in/ianrmayer

EDUCATION

The University of Texas at Dallas

May 2026

Bachelor of Science, Marketing; Sales

Related Courses

Intro to Professional Sales, Intro to Real Estate, Digital Marketing, Entrepreneurship, Managerial Accounting and Financial Accounting

SKILLS

AI-Tools (Chat gpt, Bard, Dalle), Canva, Salesforce, Excel, GoDaddy (WordPress), Photoshop

PROFESSIONAL EXPERIENCE

Cook Commercial Realty, Dallas, TX

March 2024 – Present

Analyst/Marketing Manager

- Developed and managed dynamic social media channels to amplify outreach efforts, effectively engaging potential buyers and expanding audience reach.
- Implemented strategic advertising campaigns for sale properties, leading to heightened visibility and significantly improved sales prospects.
- Implemented data-driven market analysis to identify key consumer trends and preferences, resulting in targeted marketing strategies that increased sales within the first quarter of implementation.

Loc Real Estate Services, Remote

January 2021 – March 2024

Assistant Property Manager

- Maintained property quality resulting in increased tenant satisfaction.
- Increased property value through renovation increasing customer satisfaction.
- Kept property owner up to date on property condition resulting in increased owner satisfaction.
- Used skills in Canva to create marketing media resulting in vacancies being filled.

ACADEMIC PROJECT EXPERIENCE

Networking Assignment, Intro to Pro Sales

Spring 2024 – Fall 2024

- Initiated targeted outreach to over 150 potential industry stakeholders, leveraging detailed firsthand account interviews to forge meaningful connections. Successfully converted 16 prospects into robust professional relationships within my field.

Real Estate Club, University of Texas at Dallas

February 2024 – Present

- Proactively networked with industry professionals at industrial real estate properties, fostering invaluable connections and gaining firsthand insights into industry practices and trends.

Chi Phi Fraternity, University of Texas at Dallas

February 2023 – Present

- Crafted captivating, themed rush posters, catalyzing a surge in event attendance and fostering heightened engagement by 20% and viewed by over 500 people during recruitment seasons.
- Strategically elevated event visibility through compelling social media posts, driving exceptional turnout and maximizing participation in targeted fraternity events.

Jonathan Woldie

318.344.7402 | jonathanwoldie2@gmail.com | www.linkedin.com/in/jonathan-woldie

EDUCATION

The University of Texas at Dallas

B.S. in Finance

Richardson, Texas

Expected May 2025

- **GPA:** 3.87 / 4.0; Dean's List (top 10%)
- **Honors Affiliation:** Hobson Wildenthal Honors College
- **Scholarship:** National Merit Scholarship - Full tuition and fees covered for four years
- **SAT:** 1590 (99th percentile) | Math: 800 | Reading and Writing: 790
- **Organizations:** Professional Program in Finance (PPF), Finance Leadership Association (FLA), Investment Management Club, Accounting Club, UTD Men's Soccer Club

EXPERIENCE

Desta Ethiopian Restaurant

Accounting Associate

Dallas, Texas

Summer 2023

- Accurately recorded and categorized approximately \$11,000 in monthly business expenses using Microsoft Excel, contributing to effective budget management
- Improved operating income by approximately 5% through proposing an increase in purchase volume of non-perishable ingredients to acquire 10-15% discounts from vendors
- Conducted periodic audits to identify discrepancies, leading to recovery of \$1500 in overcharged expenses
- Organized and filed receipts, invoices, and other financial documents for easy retrieval and reference

Oschner LSU Health Academic Medical Center

Research Intern

Shreveport, Louisiana

Summer 2022

- Experimented under guidance of biomechanics professor to explore potential relationship between friction coefficient and bone density in hip replacement surgeries
- Conducted in-depth statistical analysis of sample data points, developing robust regression models showcasing correlations between key variables
- Delivered several research presentations to groups of medical students, doctors, and administrators during annual Oschner Health Research Week symposium
- Led instructional sessions for approximately 30 high school and college students on medical concepts and the usage of 3D modeling software for research

LEADERSHIP & ACADEMIC PROJECTS

Securities Analysis Competition (SAC)

Richardson, Texas

- Led 3-person group in rigorous month-long valuation competition, analyzing a preselected public company's background, industry, and financials (Netflix)
- Conducted qualitative research on Netflix's strategic partnerships, content acquisition strategy, and technological innovations, providing well-rounded analysis complementing quantitative valuation
- Submitted and presented comprehensive report including 3-statement projected models and DCF to industry professionals

Algorithmic Trading Project

Richardson, Texas

- Designed and implemented trend-following cryptocurrency trading algorithm utilizing Pine Script, a domain-specific language on the TradingView charting platform
- Leveraged historical market data to simulate algorithm performance under various market conditions with backtesting software
- Executed automated trading orders through API connected to cryptocurrency exchange, reducing order latency
- Adapted algorithm to capitalize on unique commission fee structure, optimizing trading strategies for minimal transaction costs

ADDITIONAL INFORMATION

Technical: MS Office (Excel, Word, PowerPoint, Outlook), Python, Pine Script, Capital IQ

Hobbies/Interests: Soccer, blockchain technology, human physiology, fictional novels

Languages: Amharic (proficient)

Luis Cardenas

Dallas, Texas, 75234; (626)383-1465; luiscardenas0303@gmail.com
<http://linkedin.com/in/luis-cardenas-75a48628b>

EDUCATION

The University of Texas at Dallas

Graduation May 2025

Bachelor of Science, Major: Business Administration, Concentration: Real Estate Investment Management

Mount San Antonio College, Walnut, California

Graduation June 2023

Associate of Science, Business Administration

GPA 3.53

PROFESSIONAL EXPERIENCE

MDST LLC, Irvine, California

November 2021 – May 2023

Project Manager

- Managed multiple real estate development projects to ensure efficient work flow among construction operations, leading to maximizing profits.
- Contracted and supervised a team of over 20 construction employees remotely and on site.
- Assisted in the configuration of property layouts and coordinated the aesthetic of properties.
- Organized a budget, payroll, and a master calendar to efficiently meet short-term and long-term deadlines.

FEMME LA, Irvine, California

January 2022 – September 2022

Marketing & E-Commerce Assistant

- Aided in managing marketing campaigns for product launches that netted over \$80,000 per month.
- Overlooked inventory and fulfillment of all sales.
- Communicated with manufactures to discuss inventory shipments.
- Implemented an inventory tracking program to help with efficiency when products launched, and stock needed to be updated.

Furniture Frame Masters, Irwindale, California

June 2020 – September 2020

- Recorded revenue and expenses incurred by the company.
- Communicated with lumber distributors to discuss shipments.
- Processed documentations and entered company records into a database.
- Assisted in design and manufacturing of sofa frames.

ORGANIZATION EXPERIENCE

Club Zacatecano, Azusa, California, Treasurer

June 2017 – June 2023

- Developed budgets to allocate funds to remodel schools, sports facilities, and provide health care.
- Organized yearly trips to the small town in Mexico to connect with locals and discuss their needs.

Los Angeles Soccer Club, Chino, California, Youth Coach Volunteer

April 2021

- Helped direct and organize a youth soccer camp.
- Taught the youth players about teamwork and discipline while sharpening their athletic skills.

Real Estate Club, University of Texas at Dallas

August 2023

- Attended seminars with industry leading professionals.

ADDITIONAL INFORMATION

Skills: Microsoft Excel

Languages: Spanish

Michael Tekle

Wylie, TX, 75098; (469) 216-1038; michaeltekle89@gmail.com

www.linkedin.com/in/michaeltekle

EDUCATION

The University of Texas at Dallas

May 2025

Bachelor of Science Information Technology and Systems

Relevant Coursework: IT for Business, Matrices, Vectors, and Their Application, Introduction to Programming

Collin College

December 2021

Associate of Science, General Studies

CERTIFICATIONS & TECHNICAL SKILLS

Certifications: MATLAB Onramp Certificate, Microsoft Excel Specialist

Tools: Python, SQL, Tableau, Oracle, Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Java, Microsoft Outlook, C, Microsoft Teams

ACADEMIC PROJECT EXPERIENCE

Tableau Group Project, Information Technology for Business

October 2023 – November 2023

- Collaborated with a team of 6 members to analyze and identify global power generation methods and countries' dependencies on specific fuels
- Utilized Tableau to develop a presentation on energy security and independence and showed findings to the class

Company Community Service Project, Professionalism and Communication in Business

January 2023 – February 2023

- Researched how companies can impact hunger in the local community
- Identified and outlined the significant impact of 2 companies addressing hunger in the community
- Created a PowerPoint presentation to share findings with classmates

ORGANIZATION EXPERIENCE

The Accounting Club, Mentor (Group of Business Students)

September 2023 – Present

- Support the ambitions of 50 group members by inviting accounting firms and tech companies to speak on employment opportunities
- Lead one-on-one meetings with students to help advise them with their academic and professional goals

UTD SACNAS Chapter, Member (Chicanos/Hispanics and Native Americans in STEM fields)

April 2023 – Present

- Promote group events through Instagram to increase visibility and membership

Phi Theta Kappa, Member (Academic Honor Society)

September 2020 – Present

- Participate in group projects and speaker series
- Conduct research on the history of police units in Collin County for the Collin County Police Project

WORK EXPERIENCE

Walmart Neighborhood Market, Wylie, Texas

June 2021 – Present

Front End Associate

- Successfully addressed over 15 customer technical issues daily leading to improved customer satisfaction
- Assist around 10 customers daily with complex financial services such as MoneyGram, Ria, and Western Union
- Coordinate gas station logistics to uphold safety and security processes while improving the speed of service
- Collaborate with co-workers to resolve issues, actively contributing to an enhanced customer experience
- Trained over 15 new employees on customer service policies, conflict resolution, and technology resources

ELIGIBILITY: US Citizen, Eligible to work in the US for internships and full time with no restrictions

NIRAV ROHRA

512-769-5952 | nxr220063@utdallas.edu | Richardson, TX | linkedin.com/in/nirav-rohra-657244291

EXPERIENCE

Web Designer & Product Management Enthusiast, Richardson, TX

11/2019 - Present

- Pioneered the development of aiaautd.net, employing user-centric design methodologies to optimize navigation and content accessibility, enhancing the platform's educational value and user engagement.
- Enhanced fth24x7.com (a telecommunication company) by implementing data-driven UX improvements, including streamlined navigation and intuitive interface design, resulting in increased user retention and satisfaction.
- Collaborated with cross-functional teams to conduct user research and implement Agile development methodologies, ensuring alignment with user needs and business objectives throughout the product lifecycle.
- Strategically integrated features like interactive forums and real-time updates, leveraging market analysis and user feedback to drive continuous improvement and innovation.
- Contributed insights and recommendations to my high school's website redesign, incorporating responsive design principles and accessibility standards to enhance user experience across diverse devices and demographics.
- Conceptualized and developed tranquilflow.org, a serene yoga website, also an AI-powered platform providing personalized yoga classes and injury detection services, leveraging machine learning algorithms and Google AI technologies to enhance user well-being and accessibility.

Intern Instructor, Royal Technosoft

11/2019 – 07/2021

- Taught programming concepts to 500+ college freshmen; featured in local newspaper as youngest professor
- Managed all curriculum design, scheduling, assessments, and presentations
- Expanded program virtually to 800+ international(UK,USA,Taiwan,UAE) students during pandemic

Student Assistant, The University of Texas At Dallas

Present

- Help in administrative activities.
- Coordinate and manage facilities as assigned.

EDUCATION

The University of Texas at Dallas, Richardson, TX

- Bachelor of Science in Computer Science (Academic Excellence Scholar)

Anand Niketan Satellite School

- Class XII ISC, 90% || Class X ICSE, 93%

Honors: Oracle Certified Associate Java SE 8

LEADERSHIP

- Head Editor and Designer, School Magazine 11/2022 – 04/2023
- Judge, DECA District 11, Richardson TX 2023 11/2023 – 11/2023
- Student Government Presidential Candidate (Achieved Highest Engagement Insta:@sup_nirav) Present

SKILLS

- Technical: Java, C++, HTML/CSS, Graphic Design, Basic ML (Linear Gradient Descent, SVM)
- Other: Product Management, User Research, User Experience (UX) Design, Product Roadmapping, Public Speaking, Presentation, Marketing

CERTIFICATIONS

- Oracle Certified Associate Java SE 8, 2022
- Yoga Alliance USA Certified Yoga Instructor, 2023
- Excel Financial Modeling, Herbert D Weitzman Institute for Real Estate, Naveen Jindal School of Management, University of Texas at Dallas, 2024

Vishnu Ajay

Dallas, TX, 75080 | 945.527.5192 | ivishnuajay@gmail.com | www.vishnuajay.com | linkedin.com/in/vishnu-ajay/

EDUCATION

The University of Texas at Dallas, Richardson, TX Dec 2024
Master of Science, Management Science (Real Estate Concentration) **GPA 3.83**
Dean's Excellence Scholarship
National Institute of Technology Calicut, Kozhikode, India May 2023
Bachelor of Technology, Computer Science and Engineering **GPA 3.33**

CERTIFICATIONS

Certified Associate in Project Management (CAPM), *Project Management Institute* Jan 2024

SKILLS

Tools: ARGUS, MS Excel, VBA, MS PowerPoint, MS Project, SAP, Tableau, Adobe Suite, Python, SQL, Java, JIRA, Figma
Core Competencies: Financial Management, Spreadsheet Modeling, Real Estate Finance, Project Management, Statistics

PROFESSIONAL EXPERIENCE

Family Real Estate Business, Kochi, India May 2020 – Apr 2022
Commercial Real Estate Analyst

- Transformed real estate operations into digital by implementing Excel for data analysis, digital payment platforms for secure transactions, remote security monitoring systems, and digital ledgers for transparent record-keeping.
- Conducted market research on 20+ companies, compiling competitive analyses on location, size, amenities to support business development efforts, resulting in 5 new client wins.
- Monitored and analyzed local economic indicators, employment data, and demographic shifts, providing insights that informed strategic decisions for 5 high-value property acquisitions.
- Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.
- Participated in due diligence processes and negotiations for 5 acquisitions worth \$1M, leveraging strong communication skills to build trusted advisor relationships.
- Demonstrated strong attention to detail by identifying 8% discrepancies in financial models and legal documents.

Oracle, Hyderabad, India May 2022 – Jul 2022
Project Management Intern

- Created and adjusted project schedules and milestones using Smartsheet, supporting on-time delivery.
- Developed reports and documentation of weekly meetings to communicate progress and align stakeholders.
- Showcased independent and collaborative work by managing simultaneous workstreams for 4 stakeholders.

Apollo Hospitals, Kochi, India May 2023 – Jul 2023
Finance Intern

- Analyzed surgery profitability trends across 6 areas and created Excel models showcasing 12% growth YOY.
- Assisted project management team in monitoring of 10 strategic initiatives using Excel through clear milestones.
- Presented findings and growth strategy recommendations to senior leadership with 30+ slide presentation.

PROJECT EXPERIENCE

CBRE Facilities Management Job Simulation on Forage Jan 2024

- Dissected a property inspection and identified the next steps for approving a work order.

ORGANIZATION AND VOLUNTEER EXPERIENCE

Real Estate Club UT Dallas, *Member* Jan 2024 – Present

- Participated in ARGUS and Excel workshops to enhance financial modeling skills for real estate analysis.
- Attended industry speaker event "Real Estate with AI" by Weitzman, staying current with emerging technology.



Herbert D. Weitzman
Institute for Real Estate

FINANCIAL ANALYST

Internship

SPRING / SUMMER
2024

AMIT SINGH

Dallas, TX; 945.237.2899; axs230155@utdallas.edu

<https://www.linkedin.com/in/amit-singh99>

EDUCATION

The University of Texas at Dallas

Masters of Science in Finance (STEM)

May 2025

GPA 3.7

University of Mumbai

Masters of Commerce in Advanced Accountancy

Dec 2022

GPA 3.3

University of Mumbai

Bachelor of Commerce in Financial Accounting and Audit

Oct 2020

GPA 3.0

BUSINESS EXPERIENCE

AAA Finserve, Mumbai, India

Financial Analyst

September 2021 – March 2022

- Optimized Contract and Certificate of Insurance Management, achieving 20% improvement in vendor compliance and processing time
- Implemented sensitivity analysis to refine cost and revenue estimates, enhancing financial forecast accuracy
- Ensured 100% compliance with internal policies and procedures through audit preparation and clear reporting

Ernst & Young LLP, Mumbai, India

Assurance Executive

April 2019 – September 2021

- Enhanced financial reporting and risk management by 30% through meticulous analysis
- Reported an INR 2,435 Cr (USD 305.2 million) fraud, subsequently enhancing performance by 20% through site investigations
- Increased net profits by 15% for renewable energy firms by conducting audits focused on IPO-related cases

Karnavat & Company, Mumbai, India

Assurance & Taxation Executive

September 2018 – April 2019

- Conducted comprehensive audits of three banks, including ICICI Bank, ensuring accurate financial reporting and adherence to regulations
- Led successful completion of Central Statutory Audit for State Bank of India (Industrial Financial Branch)
- Executed comprehensive GST audits for diamond traders, identifying tax savings opportunities up to 5%

ACADEMIC PROJECTS

Operating Model, Financial Analyst, Financial Modeling for Valuation

January 2024 – February 2024

- Developed Operating Model for Spotify, forecasting 407% long-term growth, guiding strategic decisions for future valuation.

Valuation Model, Financial Analyst, Financial Modeling for Valuation

October 2023 – February 2024

- Constructed DCF models for high-profile acquisitions (Microsoft-Activision, post-iPhone 15 Apple), providing data-driven insights into company valuations.

Return & Trend Analysis of Stocks using R, Fintech Analyst, Fintech & Blockchain

August 2023 – December 2023

- Implemented R for sophisticated big data alpha model, yielding precise stock price predictions, outperforming industry benchmarks.

Edexmart, Entrepreneurial Endeavor

July 2018 – December 2018

- Created e-commerce platform for local vendors, increasing accessibility to customers and reducing operational costs.

ORGANIZATIONS

Graduate Finance Management Council, UT Dallas

August 2023 – Present

The Real Estate Club, UT Dallas

January 2024 – Present

ADDITIONAL INFORMATION

Technical Skills: Advanced MS Excel, SAP

Languages: Advanced Chinese, Conversational Hindi

Eligibility: Eligible to work in the U.S. for internships and for full-time employment for 36 months without sponsorship

Asad A. Shaikh

asadashaikh15@gmail.com | [linkedin.com/in/asadashaikh](https://www.linkedin.com/in/asadashaikh) | McKinney, TX | (732)-910-1861

EDUCATION

The University of Texas at Dallas, Richardson, TX

May 2024

Bachelor of Science in Information Technology and Systems, GPA 3.6

Honors and Scholarship(s) – Cum Laude, David L. Holmberg Scholarship, JSOM Jindal Scholarship, Comet Scholarship

Relevant Coursework: Network and Information Security, Information Technology Infrastructure, Foundations of Business Intelligence, Database Fundamentals, System Analysis and Design, Applied Artificial Intelligence/Machine Learning, Cybersecurity Governance, Quantitative Business Analysis, Object Oriented Programming, Business Finance

SKILLS

- Technical Skills: Tableau, Power BI, Lucidchart, Eclipse, Jupyter Notebook, WordPress, Microsoft Office Suite (Word, Excel, PowerPoint, Outlook), Google Workspace (Docs, Sheets, Slides, Calendar, Drive)
- Programming Languages: Java, Python, SQL, HTML, CSS, JavaScript
- Certifications: Google Data Analytics, CompTIA Security+ (in progress)

PROFESSIONAL EXPERIENCE

Asian Student Achievement, Evanston, IL

January 2024 – Present

Technology and Business Development Intern

- Revamped the website using WordPress resulting in a 24% increase in visitor engagement.
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November 2022 – December 2023

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- Mentored and led 5 staff members in specialized training workshops, diminishing routine inquiries, thereby boosting lab staff productivity, and streamlining operations.

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Association for Information Systems, The University of Texas at Dallas, *Member*

January 2023 – Present

Cybersecurity Club, The University of Texas at Dallas, *Member*

March 2023 – Present

Panache Youth Society, *Volunteer*

October 2022 – Present

Life Message, *Volunteer*

August 2019 – May 2021

ADDITIONAL INFORMATION

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Languages: English (full native fluency) and Urdu (Conversational)

Interests: Basketball, Pickleball, Volleyball, Video Games

CAELAN KONGANDA

(214) 422-5665 | caelank@gmail.com | Dallas, TX | <https://www.linkedin.com/in/caelankonganda/>

OBJECTIVE

Driven finance graduate seeking entry-level, full-time opportunities in real estate analysis, asset management, underwriting, and acquisitions to apply expertise in maximizing investment potential and driving strategic growth.

EDUCATION

The University of Texas at Dallas, Richardson, TX

August 2022 - August 2024

Bachelor of Science, Finance

Real Estate Club, Club Golf

Texas Tech University Honors College, Lubbock, TX

August 2020 - May 2022

Finance, Pre-Med

President's Honor List, Dean's Honor List, TrUE Scholars Program

WORK EXPERIENCE

MCRE Management Partners LLC, Dallas, TX

October 2023 – December 2023

Financial Analyst Intern

- Analyzed potential acquisitions, dispositions, and financing strategies for retail commercial real estate investments.
- Prepared proformas and conducted underwriting assessments based on investment offering memorandums, ensuring property-level financials supported investments under \$10 million with appealing ROIs and CAP rates exceeding 6%.
- Conducted regular audits of the active lease database and existing property management software in Appfolio, overseeing operations for more than 15 retail centers to maintain accuracy and efficiency.

Medical City Healthcare, Dallas, TX

November 2022 – June 2023

Finance Intern

- Managed month-end close processes including journal entry posting and balance sheet reconciliations.
- Proficient in ICC & SOX checklists, contract reviews, invoice coding, HOST, eRecon, Webex, and Microsoft platforms.

Texas Tech University, Lubbock, TX

August 2021 – November 2021

Research Assistant

- Analyzed and interpreted data to contribute to research findings about repetitive tasks and performance over time.

VOLUNTEER EXPERIENCE

Kodava Koota

Jan 2020 – Present

- Spearheaded ROOTS, an initiative that raised over \$2,000 for planting more than 10,000 native trees in Kodagu, India.
- Pioneered the Mentor-Protégé Program which facilitates the connection between seasoned business professionals and recent graduates, providing invaluable mentorship opportunities to enhance both their professional and personal growth.

ADDITIONAL INFORMATION

Skills: Microsoft Excel, Microsoft Office, Outlook, WebEx, Appfolio, SQL, Tableau, Underwriting, Proformas, Analysis

Eligibility: US Citizen, Eligible to work in the US for internships and full-time with no restrictions. Open to relocation.

Emily Sandoval

Flower Mound, Texas, 75022; 940-535-8216; emilysandoval0121@gmail.com
www.linkedin.com/in/emily-c-sandoval-

EDUCATION

The University of Texas at Dallas

Expected Graduate: December 2024

Bachelor of Science in Business Administration Concentration in Real Estate

Honors and Scholarship(s): Transfer Scholarship, Phi Theta Kappa

PROFESSIONAL EXPERIENCE

Lake City Investment S-Corp, Lewisville, TX

February 2018 – Present

Insurance and Warranty Manager

- Administered insurances and warranties for a pre-owned dealer with an 800+ customer portfolio.
- Launched a new department branch that allowed more control for the portfolio.
- Established insurance management lowering company losses by 40%.
- Amplified profits with establishing a warranty company that allowed for a faster and smoother transaction.
- Trained employees how to quickly and efficiently monitor and handle claims.

Lake City Holding LLC, Lewisville, TX

August 2020 – Present

Residencial Property Manager

- Facilitate maintenance requests from a tenant, investigating and resolving tenant complaints.
- Renew tenet leases via TREC forms.
- Study market trends to purchase and sell at the right time, increasing profits by 500%.

VOLUNTEER EXPERIENCE

Heart of the City, Clerk

February 2022 – April 2023

- Helped those in need with free clothing by obtaining adequate clothing donations.
- Promoted services by using social media and flyers on Canva.

ORGANIZATIONS

Herbert D. Weitzman Institute of Real Estate, VP of Communications

May 2023 – Present

Nash Leader's Program, Member

January 2024 – Present

ADDITIONAL INFORMATION

Technical Skills:

- Introduction to QuickBooks.
- Canva

Certifications:

- Word, Excel, and PowerPoint Expert Certification by Microsoft.
- Argus Workshop Certification.

Languages: Bilingual in English and Spanish.

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

FREDERICK AMOAKO APPIAH

Richardson, Texas, 75080; +1 972 626 4276; Frederick.Appiah3@gmail.com
<https://www.linkedin.com/in/frederick-appiah-5bb379188/>

EDUCATION

The University of Texas at Dallas, United States of America
Master of Science, Finance

December 2024

Kwame Nkrumah University of Science and Technology, Ghana
Bachelor of Science in Administration, Accounting

June 2010

PROFESSIONAL EXPERIENCE

Sage-Art Properties, Accra, Ghana

February 2021 – December 2022

CEO / Business Development Manager

- Engineered a customer targeting index that boosted customer return contact by 50%
- Architected a property database that streamlined client-property matching, slashing search costs by 25%
- Negotiated strategic partnerships with realtors, enhancing our reach and increasing market penetration by an estimated 10%

Di-Maria Realty, Accra, Ghana

January 2020 – January 2021

Realtor

- Crafted a comprehensive snag list for property evaluations cutting oversight mistakes by up to 95%
- Revamped team workflows, accelerating sales processes and improving throughput time by 40%
- Enhanced client satisfaction by developing excel based data parsing models to identify and address key areas of concern, enabling targeted improvement in our service delivery

Sandy Lane Limited, Accra, Ghana

January 2012 – October 2019

General Manager

- Spearheaded collaborative efforts to enhance customer satisfaction indexes, achieving an 87% retention rate
- Overhauled contract terms to minimize operation expenses by 8% per contract
- Formulated Excel financial models that informed pricing strategies and underscored a 100% occupancy rate
- Delineated market trends to a secure a 15-year cycle customer, generating \$570,000 annually which was 50% of projected potential gross income
- Instituted employee satisfaction programs that decreased turnover rates by 15%
- Executed ad-hoc financial analyses leading to strategic emolument decisions to retain top talents

UHY Voscon Chartered Accountants, Accra, Ghana

October 2010 – August 2011

Accountant

- Led in-depth financial analyses to propel a 200% profit increase for a client through strategic policy execution
- Detected and mitigated a syndicated theft scheme, saving a client 20% of weekly revenue loss
- Optimized client's tax structure and implemented financial best practices resulting in 30% reduction in potential tax liabilities equating to an annual saving of approximately \$20,000

Additional Details and Skills

- Proficient in financial modeling and analyses, valuation and LBO modeling, Microsoft Office Suite, Python programming, R Programming, Tableau, and Intuit QuickBooks
- Fluent in English and conversational in French
- Eligibility: USPR – US authorization to work

Ian Mayer

Plano, TX, 75093 • (858)-353-7416 • irm210002@utdallas.edu

www.linkedin.com/in/ianrmayer

EDUCATION

The University of Texas at Dallas

May 2026

Bachelor of Science, Marketing; Sales

Related Courses

Intro to Professional Sales, Intro to Real Estate, Digital Marketing, Entrepreneurship, Managerial Accounting and Financial Accounting

SKILLS

AI-Tools (Chat gpt, Bard, Dalle), Canva, Salesforce, Excel, GoDaddy (WordPress), Photoshop

PROFESSIONAL EXPERIENCE

Cook Commercial Realty, Dallas, TX

March 2024 – Present

Analyst/Marketing Manager

- Developed and managed dynamic social media channels to amplify outreach efforts, effectively engaging potential buyers and expanding audience reach.
- Implemented strategic advertising campaigns for sale properties, leading to heightened visibility and significantly improved sales prospects.
- Implemented data-driven market analysis to identify key consumer trends and preferences, resulting in targeted marketing strategies that increased sales within the first quarter of implementation.

Loc Real Estate Services, Remote

January 2021 – March 2024

Assistant Property Manager

- Maintained property quality resulting in increased tenant satisfaction.
- Increased property value through renovation increasing customer satisfaction.
- Kept property owner up to date on property condition resulting in increased owner satisfaction.
- Used skills in Canva to create marketing media resulting in vacancies being filled.

ACADEMIC PROJECT EXPERIENCE

Networking Assignment, Intro to Pro Sales

Spring 2024 – Fall 2024

- Initiated targeted outreach to over 150 potential industry stakeholders, leveraging detailed firsthand account interviews to forge meaningful connections. Successfully converted 16 prospects into robust professional relationships within my field.

Real Estate Club, University of Texas at Dallas

February 2024 – Present

- Proactively networked with industry professionals at industrial real estate properties, fostering invaluable connections and gaining firsthand insights into industry practices and trends.

Chi Phi Fraternity, University of Texas at Dallas

February 2023 – Present

- Crafted captivating, themed rush posters, catalyzing a surge in event attendance and fostering heightened engagement by 20% and viewed by over 500 people during recruitment seasons.
- Strategically elevated event visibility through compelling social media posts, driving exceptional turnout and maximizing participation in targeted fraternity events.

Jonathan Woldie

318.344.7402 | jonathanwoldie2@gmail.com | www.linkedin.com/in/jonathan-woldie

EDUCATION

The University of Texas at Dallas

B.S. in Finance

Richardson, Texas

Expected May 2025

- **GPA:** 3.87 / 4.0; Dean's List (top 10%)
- **Honors Affiliation:** Hobson Wildenthal Honors College
- **Scholarship:** National Merit Scholarship - Full tuition and fees covered for four years
- **SAT:** 1590 (99th percentile) | Math: 800 | Reading and Writing: 790
- **Organizations:** Professional Program in Finance (PPF), Finance Leadership Association (FLA), Investment Management Club, Accounting Club, UTD Men's Soccer Club

EXPERIENCE

Desta Ethiopian Restaurant

Accounting Associate

Dallas, Texas

Summer 2023

- Accurately recorded and categorized approximately \$11,000 in monthly business expenses using Microsoft Excel, contributing to effective budget management
- Improved operating income by approximately 5% through proposing an increase in purchase volume of non-perishable ingredients to acquire 10-15% discounts from vendors
- Conducted periodic audits to identify discrepancies, leading to recovery of \$1500 in overcharged expenses
- Organized and filed receipts, invoices, and other financial documents for easy retrieval and reference

Oschner LSU Health Academic Medical Center

Research Intern

Shreveport, Louisiana

Summer 2022

- Experimented under guidance of biomechanics professor to explore potential relationship between friction coefficient and bone density in hip replacement surgeries
- Conducted in-depth statistical analysis of sample data points, developing robust regression models showcasing correlations between key variables
- Delivered several research presentations to groups of medical students, doctors, and administrators during annual Oschner Health Research Week symposium
- Led instructional sessions for approximately 30 high school and college students on medical concepts and the usage of 3D modeling software for research

LEADERSHIP & ACADEMIC PROJECTS

Securities Analysis Competition (SAC)

Richardson, Texas

- Led 3-person group in rigorous month-long valuation competition, analyzing a preselected public company's background, industry, and financials (Netflix)
- Conducted qualitative research on Netflix's strategic partnerships, content acquisition strategy, and technological innovations, providing well-rounded analysis complementing quantitative valuation
- Submitted and presented comprehensive report including 3-statement projected models and DCF to industry professionals

Algorithmic Trading Project

Richardson, Texas

- Designed and implemented trend-following cryptocurrency trading algorithm utilizing Pine Script, a domain-specific language on the TradingView charting platform
- Leveraged historical market data to simulate algorithm performance under various market conditions with backtesting software
- Executed automated trading orders through API connected to cryptocurrency exchange, reducing order latency
- Adapted algorithm to capitalize on unique commission fee structure, optimizing trading strategies for minimal transaction costs

ADDITIONAL INFORMATION

Technical: MS Office (Excel, Word, PowerPoint, Outlook), Python, Pine Script, Capital IQ

Hobbies/Interests: Soccer, blockchain technology, human physiology, fictional novels

Languages: Amharic (proficient)

Komal Chakravarthula

Dallas, TX, 75252; (945) 283-6272; chakravarthulakomal@gmail.com; www.linkedin.com/in/komalch

EDUCATION

The University of Texas at Dallas

M.S., Finance; *Concentration in Real Estate*

Deans Excellence Scholar

May 2025

GPA 3.56

Amity University, India

Bachelor of Business Administration, Finance

May 2022

GPA 3.6

SKILLS

Microsoft Excel, Financial Modeling, Due Diligence, ARGUS Enterprise, Bloomberg Capital Markets Certification, Data Analysis, Valuation, Strategy CS, Financial Analysis.

PROFESSIONAL EXPERIENCE

Berkadia Services Ltd. (A Berkshire Hathaway and Jefferies Company), India

May 2022 – May 2023

Associate Analyst II

- Proficient in analyzing financial statements, insurance statements, and legal documents to assess borrower credibility and financial stability thoroughly for agency loans averaging \$20 million.
- Evaluated and computed the loan-to-value ratio for mortgage applications, leading to a more precise assessment of the portfolio financial risk and a 15% reduction in default rates.
- Calculated payoff and loan balances, determined property valuations, established default triggers, ensuring 100% SLA compliance, enhancing risk management and team efficiency.

PSG Enterprises, India

Oct 2021 – April 2022

Finance and Accounting Intern

- Led a team of 10+ interns in financial statement analysis, overseeing tasks like invoice processing, payment reconciliation, and budget forecasting. Provided key support for external audit/review of financial statements.
- Demonstrated ability to analyze complex data, reconcile accounts, and collaborate with cross-functional teams during the pandemic, resulting in a 150% increase in sales through innovative strategies.

LEADERSHIP EXPERIENCE AND ORGANIZATION EXPERIENCE

- | | |
|---|--------------------|
| • UTD Real Estate Club, Board Member – Internal Affairs | Dec 2023 – Present |
| • NASH Leader's Program – Fellow | Jan 2024 – Present |
| • Graduate Finance Management Council – Member | Aug 2023 – Present |
| • Rotaract Club of Hyderabad, Vice President | May 2022-May 2023 |

ACADEMIC PROJECT

Quantitative Portfolio Optimization

- Conducted comprehensive stock return analysis, creating optimal portfolios using correlation and covariance for investor risk management.
- Applied advanced data analysis to optimize portfolio weights, considering objectives like maximizing Sharpe ratio, return, and safety-first ratio,
- Analyzed the relationship between selected stocks and market movements using historical data and covariance correlation matrices to arrive at the ideal portfolio for an investor.

CERTIFICATIONS

- Argus Enterprise – UTD
- Bloomberg Capital Markets Certification

Michael Tekle

Wylie, TX, 75098; (469) 216-1038; michaeltekle89@gmail.com

www.linkedin.com/in/michaeltekle

EDUCATION

The University of Texas at Dallas

May 2025

Bachelor of Science Information Technology and Systems

Relevant Coursework: IT for Business, Matrices, Vectors, and Their Application, Introduction to Programming

Collin College

December 2021

Associate of Science, General Studies

CERTIFICATIONS & TECHNICAL SKILLS

Certifications: MATLAB Onramp Certificate, Microsoft Excel Specialist

Tools: Python, SQL, Tableau, Oracle, Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Java, Microsoft Outlook, C, Microsoft Teams

ACADEMIC PROJECT EXPERIENCE

Tableau Group Project, Information Technology for Business

October 2023 – November 2023

- Collaborated with a team of 6 members to analyze and identify global power generation methods and countries' dependencies on specific fuels
- Utilized Tableau to develop a presentation on energy security and independence and showed findings to the class

Company Community Service Project, Professionalism and Communication in Business

January 2023 – February 2023

- Researched how companies can impact hunger in the local community
- Identified and outlined the significant impact of 2 companies addressing hunger in the community
- Created a PowerPoint presentation to share findings with classmates

ORGANIZATION EXPERIENCE

The Accounting Club, Mentor (Group of Business Students)

September 2023 – Present

- Support the ambitions of 50 group members by inviting accounting firms and tech companies to speak on employment opportunities
- Lead one-on-one meetings with students to help advise them with their academic and professional goals

UTD SACNAS Chapter, Member (Chicanos/Hispanics and Native Americans in STEM fields)

April 2023 – Present

- Promote group events through Instagram to increase visibility and membership

Phi Theta Kappa, Member (Academic Honor Society)

September 2020 – Present

- Participate in group projects and speaker series
- Conduct research on the history of police units in Collin County for the Collin County Police Project

WORK EXPERIENCE

Walmart Neighborhood Market, Wylie, Texas

June 2021 – Present

Front End Associate

- Successfully addressed over 15 customer technical issues daily leading to improved customer satisfaction
- Assist around 10 customers daily with complex financial services such as MoneyGram, Ria, and Western Union
- Coordinate gas station logistics to uphold safety and security processes while improving the speed of service
- Collaborate with co-workers to resolve issues, actively contributing to an enhanced customer experience
- Trained over 15 new employees on customer service policies, conflict resolution, and technology resources

ELIGIBILITY: US Citizen, Eligible to work in the US for internships and full time with no restrictions

NIRAV ROHRA

512-769-5952 | nxr220063@utdallas.edu | Richardson, TX | linkedin.com/in/nirav-rohra-657244291

EXPERIENCE

Web Designer & Product Management Enthusiast, Richardson, TX

11/2019 - Present

- Pioneered the development of aiaautd.net, employing user-centric design methodologies to optimize navigation and content accessibility, enhancing the platform's educational value and user engagement.
- Enhanced fth24x7.com (a telecommunication company) by implementing data-driven UX improvements, including streamlined navigation and intuitive interface design, resulting in increased user retention and satisfaction.
- Collaborated with cross-functional teams to conduct user research and implement Agile development methodologies, ensuring alignment with user needs and business objectives throughout the product lifecycle.
- Strategically integrated features like interactive forums and real-time updates, leveraging market analysis and user feedback to drive continuous improvement and innovation.
- Contributed insights and recommendations to my high school's website redesign, incorporating responsive design principles and accessibility standards to enhance user experience across diverse devices and demographics.
- Conceptualized and developed tranquilflow.org, a serene yoga website, also an AI-powered platform providing personalized yoga classes and injury detection services, leveraging machine learning algorithms and Google AI technologies to enhance user well-being and accessibility.

Intern Instructor, Royal Technosoft

11/2019 – 07/2021

- Taught programming concepts to 500+ college freshmen; featured in local newspaper as youngest professor
- Managed all curriculum design, scheduling, assessments, and presentations
- Expanded program virtually to 800+ international(UK,USA,Taiwan,UAE) students during pandemic

Student Assistant, The University of Texas At Dallas

Present

- Help in administrative activities.
- Coordinate and manage facilities as assigned.

EDUCATION

The University of Texas at Dallas, Richardson, TX

- Bachelor of Science in Computer Science (Academic Excellence Scholar)

Anand Niketan Satellite School

- Class XII ISC, 90% || Class X ICSE, 93%

Honors: Oracle Certified Associate Java SE 8

LEADERSHIP

- Head Editor and Designer, School Magazine 11/2022 – 04/2023
- Judge, DECA District 11, Richardson TX 2023 11/2023 – 11/2023
- Student Government Presidential Candidate (Achieved Highest Engagement Insta:@sup_nirav) Present

SKILLS

- Technical: Java, C++, HTML/CSS, Graphic Design, Basic ML (Linear Gradient Descent, SVM)
- Other: Product Management, User Research, User Experience (UX) Design, Product Roadmapping, Public Speaking, Presentation, Marketing

CERTIFICATIONS

- Oracle Certified Associate Java SE 8, 2022
- Yoga Alliance USA Certified Yoga Instructor, 2023
- Excel Financial Modeling, Herbert D Weitzman Institute for Real Estate, Naveen Jindal School of Management, University of Texas at Dallas, 2024

Parker Davidson

Plano, Texas; 972-358-5762; parker.davidson@utdallas.edu

<https://www.linkedin.com/in/Parker-Davidson17>

EDUCATION

The University of Texas at Dallas

Spring 2026

Master of Business Administration, Real Estate Concentration

New Mexico State University

December 2018

Bachelor of Business Administration, Marketing

GPA 3.70

Minor: Finance

ACADEMIC PROJECTS AND PROFESSIONAL EDUCATION

Commercial Real Estate (CRE) Analyst Fast Track Program

May 2023 – June 2023

- Executed 60+% growth in concept mastery, going 40% to 100% from pre-to post-assessment
- Selected to engage in an immersive commercial real estate skill development program led by top industry professionals
- Examined industry benchmarks, abstracted contracts, valued properties, assessed financial leverage impacts, and modeled joint ventures
- Explored industry documents, including BOVs, offering memorandum, loan documents, joint venture agreements, purchase agreements, and various lease types

PROFESSIONAL EXPERIENCE

Keller Williams Realty, Plano, TX

February 2019 – May 2023

Licensed Real Estate Agent, Keller Williams Realty

- Produced monthly and quarterly reports through comprehensive market data analysis, offering clients insights into current market dynamics.
- Analyzed more than 1000 properties effectively to provide clients with market knowledge for better decision-making
- Researched current market trends and future real estate projections to stay current with live market activity
- Advised buyers during showings and inspections and advocated for clients during home repair negotiations

ORGANIZATIONS

Real Estate Club, UT Dallas

January 2024 – Present

Division I Student-Athlete, NMSU Football Team

July 2015 – December 2018

VOLUNTEER EXPERIENCE

Keller Williams

- Keller Williams Annual Red Day; Annually from 2019 – Present
Assisted Emily's Place with standard maintenance of the building

Rene Aguilar

Rene.aguilar@utdallas.edu | 214.940.9274 | <https://www.linkedin.com/in/rene-aguilar-utd>

EDUCATION

The University of Texas at Dallas

Bachelor of Science in Finance

Dallas, Texas

Expected Graduation: Summer 2024

GPA: 3.16

WORK EXPERIENCE

Gold Medal Pools

Pool Technician

The Colony, Texas

May 2022 – Nov 2022

- Achieve a 25% faster pool maintenance rate compared to the company average
- Provided exceptional customer support, fostering strong relationships with homeowners

The Home Depot

Sale Floor Associate

Rowlett, Texas

May 2020 – Sep 2021

- Increased flooring sales by 15% within 6 months through building personal relationships within customers, resulting in a 9% raise
- Recognized with a Homer Award for demonstrating outstanding customer service
- Led a team of 3 to complete sales projects, such as Black Friday, in half the projected time

ACADEMIC PROJECT

Leveraged Buyout Model

Student – Fin 4307 Private Equity

Dallas, Texas

April 2024 – April 2024

- Led a team of 3 students in a simulated leverage buyout (LBO) project, achieving a 24.9% internal rate of return (IRR) through meticulous financial modeling and analysis
- Conducted due diligence on a stimulated target company, analyzing 4 years of financial statements and market data to assess a \$252 million acquisition opportunity

Social Impact Marketing

Student Marketing Consultant – NetFly

Dallas, Texas

August 2023 – December 2023

- Conduct an internal and competitive analysis to explore potential opportunities and challenges for Netfly's project management system
- Created a survey over existing management systems that was sent out to over 150 universities which yield a 20% response rate over
- Proposed several different recommendations and pricing models using our research and analysis that could differentiate the company from its competitors

Student Marketing Consultant – AdvanceNet Labs

August 2023 – December 2023

- Identified new marketing approaches to help expand their brand and build a roadmap for the future
- Integrated different AI platforms to automate the marketing process which can increase productivity from 20% to 50%
- Published several social media with the improved AI process which yielded a 250% boost in engagement

EXTRACURRICULAR ACTIVITIES

Association of Latino Professionals for America (ALPFA)

August 2022 – Present

Undergraduate Success Scholars

August 2020 – Present

OTHER SKILLS & INTERESTS

Technical Skills: Microsoft Office (Excel, PowerPoint, Word), Think-Cell, Illustrator, & Tableau Software

Language: Fluent Spanish

Eligibility: Eligible to work in the U.S. and Mexico with no restrictions

STEVEN ZHANG

(512) 739-9906 | stevenzhang630@gmail.com | 9900 Nocturne Cv, Austin, TX 78750 | [LinkedIn](#)

EDUCATION

University of Texas at Dallas, Jindal School of Management – Richardson, Texas

Class of 2025

Bachelor of Science degree in Finance; Finance Major, Computer Science Minor (Expected)

- Coursework: Quantitative Business Analysis, Business Finance, Organizational Behavior, Management Method, Information Tech for Business, Financial Accounting, Supply Chain & Operations Management.
- GPA 3.6/4.0

EXPERIENCE

Real International – Austin, TX

05/01/2022 - Current

Investment Analyst (Intern)

- Authoring all current quarterly investor reports, as well as white papers, investor package content, and other materials for private capital raise.
- Building financial models for real estate applications, additional work with DCF, LBO, and comparable company analyses on an ad-hoc basis.
- Extensive market analysis experience and co-author of annual market research report.
- Supervising timely dispatch and audit of investor reports, agreements, and financial statements for all active investors.
- Delivered market expectations and executed rigorous due diligence processes while ensuring organizational fulfillment of fiduciary duties, managing customer relations, and maintaining oversight of investor reports and company agreements through the investment portal.
- Project experience encompassing underwriting, capital structure, and investment offering formulation with projects north of \$60 million equity.

Brievete LLC – Austin, TX

06/01/2020 – 12/01/2021

Managing Member

- Developed, implemented, and troubleshooted a multi-stage drip marketing and lead gen pipeline for improved automation.
- Led the design, development, and maintenance of the company website, nurturing SEO performance and producing captivating marketing content.
- Orchestrated impactful brand awareness campaigns across all social media platforms, driving significant audience reach and engagement.
- Leveraged expertise in social media outreach and content creation to optimize presence and engagement on Instagram, Facebook, LinkedIn, and email platforms.

Projects

Real Harvest Investment Portfolio – Austin, TX

12/01/2022 - Current

- Assisted initial underwriting and monitoring, and managed investor relations for two phases of distressed property portfolios.

Caldwell Ranch MUD District Project – Caldwell, TX

07/01/2022 - Current

- Production of in-depth feasibility analysis on the 895 acres of land, estimating the engineering, surveying, and other expenses.

Real Orchard Investment Portfolio – Austin, TX

08/01/2022- Current

- Supported underwriting for 6 private equity projects, including four land investments and two multifamily development projects, one of which exited with a project-level ROI of 270% within one year, leading to a 40% annual cash on cash return for the portfolio.

Leadership

Brievete LLC – Austin, TX

06/01/2020 – 12/01/2021

Founder

- Orchestrated the establishment of a robust business framework for an innovative local digital marketing corporation.
- Actively managed personnel and implemented six sigma methodology to drive business growth.

Plano Art Centre – Plano, TX

07/01/2022 - Current

Volunteer Team Lead

- Mobilized and rallied university peers to actively engage in volunteer activities for a local community organization during various events.
- Fulfilled volunteers' philanthropic and graduation needs with consistent guidance and support.

DECA Stock Market Game – Austin, TX

11/01/2020 – 01/01/2021

Investor

- Managed a simulated \$100k diversified, mid-cap to mega-cap stocks and equities fund which generated over 40% growth over 2 months.
- Generated diligence on hypothesized effect of investor psychology and organizational politics to successfully trade CHWY and GME.
- Organized bi-weekly meetings for team members to discuss sales and acquisitions.
- Peaked in third place and placed in the top thirty teams overall out of 6500.

SKILLS

Technical Skills: MS: Word, PowerPoint, Excel, QuickBooks, R, Python, Java, HTML/CSS, Tableau, HTML/CSS, C#/++, DCF, LBO, Accretion/Dilution, Sensitivity, 3-statement, Top-Down Forecasting, VBA Excel.

Interests: Real Estate, Econometrics, Swimming, Texas Hold'em, Powerlifting, Classical Piano, Cello, Golf, Financial Derivatives Theory (Options/Futures).

Languages: English (Native), Mandarin (Fluent)

Certifications: QuickBooks, Excel, think-cell

Vishnu Ajay

Dallas, TX, 75080 | 945.527.5192 | ivishnuajay@gmail.com | www.vishnuajay.com | linkedin.com/in/vishnu-ajay/

EDUCATION

The University of Texas at Dallas, Richardson, TX Dec 2024
Master of Science, Management Science (Real Estate Concentration) **GPA 3.83**
Dean's Excellence Scholarship
National Institute of Technology Calicut, Kozhikode, India May 2023
Bachelor of Technology, Computer Science and Engineering **GPA 3.33**

CERTIFICATIONS

Certified Associate in Project Management (CAPM), *Project Management Institute* Jan 2024

SKILLS

Tools: ARGUS, MS Excel, VBA, MS PowerPoint, MS Project, SAP, Tableau, Adobe Suite, Python, SQL, Java, JIRA, Figma
Core Competencies: Financial Management, Spreadsheet Modeling, Real Estate Finance, Project Management, Statistics

PROFESSIONAL EXPERIENCE

Family Real Estate Business, Kochi, India May 2020 – Apr 2022
Commercial Real Estate Analyst

- Transformed real estate operations into digital by implementing Excel for data analysis, digital payment platforms for secure transactions, remote security monitoring systems, and digital ledgers for transparent record-keeping.
- Conducted market research on 20+ companies, compiling competitive analyses on location, size, amenities to support business development efforts, resulting in 5 new client wins.
- Monitored and analyzed local economic indicators, employment data, and demographic shifts, providing insights that informed strategic decisions for 5 high-value property acquisitions.
- Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.
- Participated in due diligence processes and negotiations for 5 acquisitions worth \$1M, leveraging strong communication skills to build trusted advisor relationships.
- Demonstrated strong attention to detail by identifying 8% discrepancies in financial models and legal documents.

Oracle, Hyderabad, India May 2022 – Jul 2022
Project Management Intern

- Created and adjusted project schedules and milestones using Smartsheet, supporting on-time delivery.
- Developed reports and documentation of weekly meetings to communicate progress and align stakeholders.
- Showcased independent and collaborative work by managing simultaneous workstreams for 4 stakeholders.

Apollo Hospitals, Kochi, India May 2023 – Jul 2023
Finance Intern

- Analyzed surgery profitability trends across 6 areas and created Excel models showcasing 12% growth YOY.
- Assisted project management team in monitoring of 10 strategic initiatives using Excel through clear milestones.
- Presented findings and growth strategy recommendations to senior leadership with 30+ slide presentation.

PROJECT EXPERIENCE

CBRE Facilities Management Job Simulation on Forage Jan 2024

- Dissected a property inspection and identified the next steps for approving a work order.

ORGANIZATION AND VOLUNTEER EXPERIENCE

Real Estate Club UT Dallas, *Member* Jan 2024 – Present

- Participated in ARGUS and Excel workshops to enhance financial modeling skills for real estate analysis.
- Attended industry speaker event "Real Estate with AI" by Weitzman, staying current with emerging technology.

Zachary Hopfer

Mesquite, Texas, 75181; (972) 271-1169; zach.hopfer@gmail.com

www.linkedin.com/in/zachary-hopfer

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science, Finance, Real-estate:

Dean's List Fall 2021 - Current

May 2025

3.96 GPA

PROFESSIONAL EXPERIENCE

United States Air Force, Sheppard Air Force Base, Texas

June 2019 – July 2021

Security Forces Flight Sergeant

- Managed 12-15 personnel daily, updated personnel records weekly to ensure accurate performance data reporting
- Coordinated timely with first responder agencies for matters involving injury or property loss
- Developed strong oral communication skills by interviewing suspects of crimes, witnesses, and complainants
- Conducted group exercises across the base, enhanced the skills of 15 personnel while team building
- Supervised Vehicle Search Area while deployed to Al Jaber Air Base, Kuwait, elevated multicultural knowledge

United States Air Force, Minot Air Force Base, North Dakota

May 2018 – June 2019

Security Forces Instructor

- Conducted annual training for over 1,000 Security Forces members as a subject-matter expert
- Gained people management prowess as the lead instructor for integration and training of over 350 personnel
- Administered initial performance evaluations for over 200 new members in development program
- Organized overhaul of roughly 10,000 digital and physical training records, improved 100% of work center's database
- Managed base safety and environmental standards programs

United States Air Force, Minot Air Force Base, North Dakota

November 2015 – May 2018

Flight Security Controller

- Hardened multi-tasking capability while coordinating security protocols for nuclear ICBM sites
- Maintained weekly schedule for 70 personnel with strong attention to detail of posting requirements
- Responsible for the safeguard and accountability of highly controlled, classified, and PII documents

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

UTD Real Estate Club - Member

March 2023 – Present

- Completed 8-hour ARGUS training workshop, gained working knowledge of real estate asset management

Network Community of Ministries, Food Pantry – Volunteer

June 2022 – Present

- Handle incoming and outgoing inventory, assisted individuals with checkout and stock inquiries

91 Security Support Squadron, Booster Club – President

October 2018 – May 2019

- Organized and led meetings for volunteer opportunities, raised \$7.5K for organization events and parties
- Volunteered for multiple local events, arranged base holiday party for 1K attendees, broadened adaptability

5 Force Support Squadron, Principles of Instruction – Student

June 2018 – July 2018

- Garnered instructor certification, developed public speaking and presentation skills, instructed over 900 hours

343 Security Forces Squadron, Security Forces Craftsmen Course – Student

July 2016 – August 2016

- Developed interpersonal relationship skills at leadership course, reinforced time management and communication

5 Force Support Squadron, Airmen Leadership School – Student

May 2016 – June 2016

- Performed at the top 10% of 70 students, improved leadership abilities, selected for Distinguished Graduate Award

ADDITIONAL INFORMATION

Technical Skills: Microsoft Word, Microsoft Power Point, Microsoft Excel, ARGUS

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions



Herbert D. Weitzman
Institute for Real Estate

MARKETING

Internship

SPRING / SUMMER
2024

Asad A. Shaikh

asadashaikh15@gmail.com | [linkedin.com/in/asadashaikh](https://www.linkedin.com/in/asadashaikh) | McKinney, TX | (732)-910-1861

EDUCATION

The University of Texas at Dallas, Richardson, TX

May 2024

Bachelor of Science in Information Technology and Systems, GPA 3.6

Honors and Scholarship(s) – Cum Laude, David L. Holmberg Scholarship, JSOM Jindal Scholarship, Comet Scholarship

Relevant Coursework: Network and Information Security, Information Technology Infrastructure, Foundations of Business Intelligence, Database Fundamentals, System Analysis and Design, Applied Artificial Intelligence/Machine Learning, Cybersecurity Governance, Quantitative Business Analysis, Object Oriented Programming, Business Finance

SKILLS

- Technical Skills: Tableau, Power BI, Lucidchart, Eclipse, Jupyter Notebook, WordPress, Microsoft Office Suite (Word, Excel, PowerPoint, Outlook), Google Workspace (Docs, Sheets, Slides, Calendar, Drive)
- Programming Languages: Java, Python, SQL, HTML, CSS, JavaScript
- Certifications: Google Data Analytics, CompTIA Security+ (in progress)

PROFESSIONAL EXPERIENCE

Asian Student Achievement, Evanston, IL

January 2024 – Present

Technology and Business Development Intern

- Revamped the website using WordPress resulting in a 24% increase in visitor engagement.
- Led content marketing campaigns that amplified brand visibility by ~20% through strategic social media and video content distribution.
- Collaborated with senior leadership to innovate business development projects.
- Utilized Excel and Google Analytics in data analysis projects, enhancing jobseeker database management and leading to a ~10% increase in placement success rates.

Any Lab Test Now, Irving, TX

November 2022 – December 2023

IT Help Desk Technician

- Provided technical support that resolved ~100% of common issues such as password resets, user account management, internet connectivity, CPU performance optimization, and hardware connectivity resulting in improved customer retention rates.
- Efficiently managed 10+ daily customer IT queries across multiple channels.
- Mentored and led 5 staff members in specialized training workshops, diminishing routine inquiries, thereby boosting lab staff productivity, and streamlining operations.

PROJECTS

- **Business Policy and Strategy Consulting Capstone** – Conducted a competitive analysis for Tripbarn, a leading travel management platform, evaluating key competitors in the U.S. and Europe market. Utilized market research to create a detailed feature-benefit matrix, identifying strategic opportunities and weaknesses.
- **Shopify Platform Enhancement** – Developed an app prototype to demonstrate key functionalities, utilizing interactive UI components for a dynamic presentation of the app's capabilities. Applied core UML principles to construct essential modeling diagrams, including Use Case and Context diagrams, to outline system processes.

CAMPUS AND COMMUNITY INVOLVEMENT

Association for Information Systems, The University of Texas at Dallas, *Member*

January 2023 – Present

Cybersecurity Club, The University of Texas at Dallas, *Member*

March 2023 – Present

Panache Youth Society, *Volunteer*

October 2022 – Present

Life Message, *Volunteer*

August 2019 – May 2021

ADDITIONAL INFORMATION

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Languages: English (full native fluency) and Urdu (Conversational)

Interests: Basketball, Pickleball, Volleyball, Video Games

Emily Sandoval

Flower Mound, Texas, 75022; 940-535-8216; emilysandoval0121@gmail.com
www.linkedin.com/in/emily-c-sandoval-

EDUCATION

The University of Texas at Dallas

Expected Graduate: December 2024

Bachelor of Science in Business Administration Concentration in Real Estate

Honors and Scholarship(s): Transfer Scholarship, Phi Theta Kappa

PROFESSIONAL EXPERIENCE

Lake City Investment S-Corp, Lewisville, TX

February 2018 – Present

Insurance and Warranty Manager

- Administered insurances and warranties for a pre-owned dealer with an 800+ customer portfolio.
- Launched a new department branch that allowed more control for the portfolio.
- Established insurance management lowering company losses by 40%.
- Amplified profits with establishing a warranty company that allowed for a faster and smoother transaction.
- Trained employees how to quickly and efficiently monitor and handle claims.

Lake City Holding LLC, Lewisville, TX

August 2020 – Present

Residential Property Manager

- Facilitate maintenance requests from a tenant, investigating and resolving tenant complaints.
- Renew tenet leases via TREC forms.
- Study market trends to purchase and sell at the right time, increasing profits by 500%.

VOLUNTEER EXPERIENCE

Heart of the City, Clerk

February 2022 – April 2023

- Helped those in need with free clothing by obtaining adequate clothing donations.
- Promoted services by using social media and flyers on Canva.

ORGANIZATIONS

Herbert D. Weitzman Institute of Real Estate, VP of Communications

May 2023 – Present

Nash Leader's Program, Member

January 2024 – Present

ADDITIONAL INFORMATION

Technical Skills:

- Introduction to QuickBooks.
- Canva

Certifications:

- Word, Excel, and PowerPoint Expert Certification by Microsoft.
- Argus Workshop Certification.

Languages: Bilingual in English and Spanish.

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

NIRAV ROHRA

512-769-5952 | nxr220063@utdallas.edu | Richardson, TX | linkedin.com/in/nirav-rohra-657244291

EXPERIENCE

Web Designer & Product Management Enthusiast, Richardson, TX

11/2019 - Present

- Pioneered the development of aiaautd.net, employing user-centric design methodologies to optimize navigation and content accessibility, enhancing the platform's educational value and user engagement.
- Enhanced fth24x7.com (a telecommunication company) by implementing data-driven UX improvements, including streamlined navigation and intuitive interface design, resulting in increased user retention and satisfaction.
- Collaborated with cross-functional teams to conduct user research and implement Agile development methodologies, ensuring alignment with user needs and business objectives throughout the product lifecycle.
- Strategically integrated features like interactive forums and real-time updates, leveraging market analysis and user feedback to drive continuous improvement and innovation.
- Contributed insights and recommendations to my high school's website redesign, incorporating responsive design principles and accessibility standards to enhance user experience across diverse devices and demographics.
- Conceptualized and developed tranquilflow.org, a serene yoga website, also an AI-powered platform providing personalized yoga classes and injury detection services, leveraging machine learning algorithms and Google AI technologies to enhance user well-being and accessibility.

Intern Instructor, Royal Technosoft

11/2019 – 07/2021

- Taught programming concepts to 500+ college freshmen; featured in local newspaper as youngest professor
- Managed all curriculum design, scheduling, assessments, and presentations
- Expanded program virtually to 800+ international(UK,USA,Taiwan,UAE) students during pandemic

Student Assistant, The University of Texas At Dallas

Present

- Help in administrative activities.
- Coordinate and manage facilities as assigned.

EDUCATION

The University of Texas at Dallas, Richardson, TX

- Bachelor of Science in Computer Science (Academic Excellence Scholar)

Anand Niketan Satellite School

- Class XII ISC, 90% || Class X ICSE, 93%

Honors: Oracle Certified Associate Java SE 8

LEADERSHIP

- Head Editor and Designer, School Magazine 11/2022 – 04/2023
- Judge, DECA District 11, Richardson TX 2023 11/2023 – 11/2023
- Student Government Presidential Candidate (Achieved Highest Engagement Insta:@sup_nirav) Present

SKILLS

- Technical: Java, C++, HTML/CSS, Graphic Design, Basic ML (Linear Gradient Descent, SVM)
- Other: Product Management, User Research, User Experience (UX) Design, Product Roadmapping, Public Speaking, Presentation, Marketing

CERTIFICATIONS

- Oracle Certified Associate Java SE 8, 2022
- Yoga Alliance USA Certified Yoga Instructor, 2023
- Excel Financial Modeling, Herbert D Weitzman Institute for Real Estate, Naveen Jindal School of Management, University of Texas at Dallas, 2024

Vishnu Ajay

Dallas, TX, 75080 | 945.527.5192 | ivishnuajay@gmail.com | www.vishnuajay.com | linkedin.com/in/vishnu-ajay/

EDUCATION

The University of Texas at Dallas , Richardson, TX	Dec 2024
<i>Master of Science, Management Science (Real Estate Concentration)</i>	GPA 3.83
Dean's Excellence Scholarship	
National Institute of Technology Calicut , Kozhikode, India	May 2023
<i>Bachelor of Technology, Computer Science and Engineering</i>	GPA 3.33

CERTIFICATIONS

Certified Associate in Project Management (CAPM) , <i>Project Management Institute</i>	Jan 2024
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SKILLS

Tools: ARGUS, MS Excel, VBA, MS PowerPoint, MS Project, SAP, Tableau, Adobe Suite, Python, SQL, Java, JIRA, Figma
Core Competencies: Financial Management, Spreadsheet Modeling, Real Estate Finance, Project Management, Statistics

PROFESSIONAL EXPERIENCE

Family Real Estate Business , Kochi, India	May 2020 – Apr 2022
<i>Commercial Real Estate Analyst</i>	

- Transformed real estate operations into digital by implementing Excel for data analysis, digital payment platforms for secure transactions, remote security monitoring systems, and digital ledgers for transparent record-keeping.
- Conducted market research on 20+ companies, compiling competitive analyses on location, size, amenities to support business development efforts, resulting in 5 new client wins.
- Monitored and analyzed local economic indicators, employment data, and demographic shifts, providing insights that informed strategic decisions for 5 high-value property acquisitions.
- Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.
- Participated in due diligence processes and negotiations for 5 acquisitions worth \$1M, leveraging strong communication skills to build trusted advisor relationships.
- Demonstrated strong attention to detail by identifying 8% discrepancies in financial models and legal documents.

Oracle , Hyderabad, India	May 2022 – Jul 2022
<i>Project Management Intern</i>	

- Created and adjusted project schedules and milestones using Smartsheet, supporting on-time delivery.
- Developed reports and documentation of weekly meetings to communicate progress and align stakeholders.
- Showcased independent and collaborative work by managing simultaneous workstreams for 4 stakeholders.

Apollo Hospitals , Kochi, India	May 2023 – Jul 2023
<i>Finance Intern</i>	

- Analyzed surgery profitability trends across 6 areas and created Excel models showcasing 12% growth YOY.
- Assisted project management team in monitoring of 10 strategic initiatives using Excel through clear milestones.
- Presented findings and growth strategy recommendations to senior leadership with 30+ slide presentation.

PROJECT EXPERIENCE

CBRE Facilities Management Job Simulation on Forage	Jan 2024
<ul style="list-style-type: none">Dissected a property inspection and identified the next steps for approving a work order.	

ORGANIZATION AND VOLUNTEER EXPERIENCE

Real Estate Club UT Dallas , <i>Member</i>	Jan 2024 – Present
<ul style="list-style-type: none">Participated in ARGUS and Excel workshops to enhance financial modeling skills for real estate analysis.Attended industry speaker event "Real Estate with AI" by Weitzman, staying current with emerging technology.	



Herbert D. Weitzman
Institute for Real Estate

PROPERTY MANAGEMENT

Internship

SPRING/SUMMER
2024

Alisha Rahman

Allen, TX, 75002; (682) 375-9018; alisharahman786a@gmail.com
www.linkedin.com/in/alisharahman

EDUCATION

The University of Texas at Dallas

Bachelors of Science, Computer Information Systems and Technology: Cybersecurity

Top 10 Percent Scholarship, Dean's List Fall 2023

Extra-curricular: Nova Ambassadors, Women and Technology in Business

Relevant Coursework: Cloud Computing with AWS, IT for Business, Object Oriented Programming

Expected: May 2025

GPA 3.934

Dallas College, Richland Collegiate High School

61 Hours Dual Enrollment

May 2023

TECHNICAL SKILLS

- MS Office: Excel and Word Certified, PowerPoint, Outlook, Teams, SharePoint
- Programming: Java and C++ Proficient
- Security: CompTIA Network+ (introductory study), AWS Identity and Access Management
- Amazon Web Services: S3 Website Hosting, VPC and Compute Infrastructure Creation

KEY ACHIEVEMENT

Capstone Research Paper and Proposed Solution, The Digital Divide (15 pages)

August 2022 – April 2023

- Investigated the insecurity of top-quality technology among low socio-economic individuals.
- Identified the primary issue: Lack of high-speed internet connectivity.
- Constructed and presented a stopgap product for faster internet access.

INTERNSHIP EXPERIENCE

Quba Collections LLC, Richardson, TX, Website Developer Intern

February 2024 – Present

- Optimized user interface for enhanced shopping experience.
- Adapted security risk measures by developing duplicated sites and enhancing firewall.
- Analyzed inventory details from Excel lists and onsite POS systems for accuracy.

LEADERSHIP EXPERIENCE

American Muslim Women's Physician Association, DFW Metroplex, CPR Class Assistant

August 2017 – Present

- Coached over 100 students to properly perform CPR and Heimlich Maneuver.
- Consistently communicated with the instructor to ensure a seamless experience in coordinating class preparation.

Richland Collegiate High School, Dallas TX, Senior Mentor

June 2022 – May 2023

- Facilitated the smooth transition of new students from high school to a college setting, ensuring strong academic performance.
- Organized and executed school events to foster a seamless blend of high school traditions within the college environment.

ADDITIONAL INFORMATION

Languages: Urdu, Hindi, Working knowledge of Spanish and Arabic

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Emily Sandoval

Flower Mound, Texas, 75022; 940-535-8216; emilysandoval0121@gmail.com
www.linkedin.com/in/emily-c-sandoval-

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- Canva

Certifications:

- Word, Excel, and PowerPoint Expert Certification by Microsoft.
- Argus Workshop Certification.

Languages: Bilingual in English and Spanish.

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

FREDERICK AMOAKO APPIAH

Richardson, Texas, 75080; +1 972 626 4276; Frederick.Appiah3@gmail.com
<https://www.linkedin.com/in/frederick-appiah-5bb379188/>

EDUCATION

The University of Texas at Dallas, United States of America
Master of Science, Finance

December 2024

Kwame Nkrumah University of Science and Technology, Ghana
Bachelor of Science in Administration, Accounting

June 2010

PROFESSIONAL EXPERIENCE

Sage-Art Properties, Accra, Ghana

February 2021 – December 2022

CEO / Business Development Manager

- Engineered a customer targeting index that boosted customer return contact by 50%
- Architected a property database that streamlined client-property matching, slashing search costs by 25%
- Negotiated strategic partnerships with realtors, enhancing our reach and increasing market penetration by an estimated 10%

Di-Maria Realty, Accra, Ghana

January 2020 – January 2021

Realtor

- Crafted a comprehensive snag list for property evaluations cutting oversight mistakes by up to 95%
- Revamped team workflows, accelerating sales processes and improving throughput time by 40%
- Enhanced client satisfaction by developing excel based data parsing models to identify and address key areas of concern, enabling targeted improvement in our service delivery

Sandy Lane Limited, Accra, Ghana

January 2012 – October 2019

General Manager

- Spearheaded collaborative efforts to enhance customer satisfaction indexes, achieving an 87% retention rate
- Overhauled contract terms to minimize operation expenses by 8% per contract
- Formulated Excel financial models that informed pricing strategies and underscored a 100% occupancy rate
- Delineated market trends to a secure a 15-year cycle customer, generating \$570,000 annually which was 50% of projected potential gross income
- Instituted employee satisfaction programs that decreased turnover rates by 15%
- Executed ad-hoc financial analyses leading to strategic emolument decisions to retain top talents

UHY Voscon Chartered Accountants, Accra, Ghana

October 2010 – August 2011

Accountant

- Led in-depth financial analyses to propel a 200% profit increase for a client through strategic policy execution
- Detected and mitigated a syndicated theft scheme, saving a client 20% of weekly revenue loss
- Optimized client's tax structure and implemented financial best practices resulting in 30% reduction in potential tax liabilities equating to an annual saving of approximately \$20,000

Additional Details and Skills

- Proficient in financial modeling and analyses, valuation and LBO modeling, Microsoft Office Suite, Python programming, R Programming, Tableau, and Intuit QuickBooks
- Fluent in English and conversational in French
- Eligibility: USPR – US authorization to work

Jonathan Woldie

318.344.7402 | jonathanwoldie2@gmail.com | www.linkedin.com/in/jonathan-woldie

EDUCATION

The University of Texas at Dallas

B.S. in Finance

Richardson, Texas

Expected May 2025

- **GPA:** 3.87 / 4.0; Dean's List (top 10%)
- **Honors Affiliation:** Hobson Wildenthal Honors College
- **Scholarship:** National Merit Scholarship - Full tuition and fees covered for four years
- **SAT:** 1590 (99th percentile) | Math: 800 | Reading and Writing: 790
- **Organizations:** Professional Program in Finance (PPF), Finance Leadership Association (FLA), Investment Management Club, Accounting Club, UTD Men's Soccer Club

EXPERIENCE

Desta Ethiopian Restaurant

Accounting Associate

Dallas, Texas

Summer 2023

- Accurately recorded and categorized approximately \$11,000 in monthly business expenses using Microsoft Excel, contributing to effective budget management
- Improved operating income by approximately 5% through proposing an increase in purchase volume of non-perishable ingredients to acquire 10-15% discounts from vendors
- Conducted periodic audits to identify discrepancies, leading to recovery of \$1500 in overcharged expenses
- Organized and filed receipts, invoices, and other financial documents for easy retrieval and reference

Oschner LSU Health Academic Medical Center

Research Intern

Shreveport, Louisiana

Summer 2022

- Experimented under guidance of biomechanics professor to explore potential relationship between friction coefficient and bone density in hip replacement surgeries
- Conducted in-depth statistical analysis of sample data points, developing robust regression models showcasing correlations between key variables
- Delivered several research presentations to groups of medical students, doctors, and administrators during annual Oschner Health Research Week symposium
- Led instructional sessions for approximately 30 high school and college students on medical concepts and the usage of 3D modeling software for research

LEADERSHIP & ACADEMIC PROJECTS

Securities Analysis Competition (SAC)

Richardson, Texas

- Led 3-person group in rigorous month-long valuation competition, analyzing a preselected public company's background, industry, and financials (Netflix)
- Conducted qualitative research on Netflix's strategic partnerships, content acquisition strategy, and technological innovations, providing well-rounded analysis complementing quantitative valuation
- Submitted and presented comprehensive report including 3-statement projected models and DCF to industry professionals

Algorithmic Trading Project

Richardson, Texas

- Designed and implemented trend-following cryptocurrency trading algorithm utilizing Pine Script, a domain-specific language on the TradingView charting platform
- Leveraged historical market data to simulate algorithm performance under various market conditions with backtesting software
- Executed automated trading orders through API connected to cryptocurrency exchange, reducing order latency
- Adapted algorithm to capitalize on unique commission fee structure, optimizing trading strategies for minimal transaction costs

ADDITIONAL INFORMATION

Technical: MS Office (Excel, Word, PowerPoint, Outlook), Python, Pine Script, Capital IQ

Hobbies/Interests: Soccer, blockchain technology, human physiology, fictional novels

Languages: Amharic (proficient)

NIRAV ROHRA

512-769-5952 | nxr220063@utdallas.edu | Richardson, TX | linkedin.com/in/nirav-rohra-657244291

EXPERIENCE

Web Designer & Product Management Enthusiast, Richardson, TX

11/2019 - Present

- Pioneered the development of aiaautd.net, employing user-centric design methodologies to optimize navigation and content accessibility, enhancing the platform's educational value and user engagement.
- Enhanced fth24x7.com (a telecommunication company) by implementing data-driven UX improvements, including streamlined navigation and intuitive interface design, resulting in increased user retention and satisfaction.
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- Contributed insights and recommendations to my high school's website redesign, incorporating responsive design principles and accessibility standards to enhance user experience across diverse devices and demographics.
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Intern Instructor, Royal Technosoft

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- Managed all curriculum design, scheduling, assessments, and presentations
- Expanded program virtually to 800+ international(UK,USA,Taiwan,UAE) students during pandemic

Student Assistant, The University of Texas At Dallas

Present

- Help in administrative activities.
- Coordinate and manage facilities as assigned.

EDUCATION

The University of Texas at Dallas, Richardson, TX

- Bachelor of Science in Computer Science (Academic Excellence Scholar)

Anand Niketan Satellite School

- Class XII ISC, 90% || Class X ICSE, 93%

Honors: Oracle Certified Associate Java SE 8

LEADERSHIP

- Head Editor and Designer, School Magazine 11/2022 – 04/2023
- Judge, DECA District 11, Richardson TX 2023 11/2023 – 11/2023
- Student Government Presidential Candidate (Achieved Highest Engagement Insta:@sup_nirav) Present

SKILLS

- Technical: Java, C++, HTML/CSS, Graphic Design, Basic ML (Linear Gradient Descent, SVM)
- Other: Product Management, User Research, User Experience (UX) Design, Product Roadmapping, Public Speaking, Presentation, Marketing

CERTIFICATIONS

- Oracle Certified Associate Java SE 8, 2022
- Yoga Alliance USA Certified Yoga Instructor, 2023
- Excel Financial Modeling, Herbert D Weitzman Institute for Real Estate, Naveen Jindal School of Management, University of Texas at Dallas, 2024

Rene Aguilar

Rene.aguilar@utdallas.edu | 214.940.9274 | <https://www.linkedin.com/in/rene-aguilar-utd>

EDUCATION

The University of Texas at Dallas

Bachelor of Science in Finance

Dallas, Texas

Expected Graduation: Summer 2024

GPA: 3.16

WORK EXPERIENCE

Gold Medal Pools

Pool Technician

The Colony, Texas

May 2022 – Nov 2022

- Achieve a 25% faster pool maintenance rate compared to the company average
- Provided exceptional customer support, fostering strong relationships with homeowners

The Home Depot

Sale Floor Associate

Rowlett, Texas

May 2020 – Sep 2021

- Increased flooring sales by 15% within 6 months through building personal relationships within customers, resulting in a 9% raise
- Recognized with a Homer Award for demonstrating outstanding customer service
- Led a team of 3 to complete sales projects, such as Black Friday, in half the projected time

ACADEMIC PROJECT

Leveraged Buyout Model

Student – Fin 4307 Private Equity

Dallas, Texas

April 2024 – April 2024

- Led a team of 3 students in a simulated leverage buyout (LBO) project, achieving a 24.9% internal rate of return (IRR) through meticulous financial modeling and analysis
- Conducted due diligence on a stimulated target company, analyzing 4 years of financial statements and market data to assess a \$252 million acquisition opportunity

Social Impact Marketing

Student Marketing Consultant – NetFly

Dallas, Texas

August 2023 – December 2023

- Conduct an internal and competitive analysis to explore potential opportunities and challenges for Netfly's project management system
- Created a survey over existing management systems that was sent out to over 150 universities which yield a 20% response rate over
- Proposed several different recommendations and pricing models using our research and analysis that could differentiate the company from its competitors

Student Marketing Consultant – AdvanceNet Labs

August 2023 – December 2023

- Identified new marketing approaches to help expand their brand and build a roadmap for the future
- Integrated different AI platforms to automate the marketing process which can increase productivity from 20% to 50%
- Published several social media with the improved AI process which yielded a 250% boost in engagement

EXTRACURRICULAR ACTIVITIES

Association of Latino Professionals for America (ALPFA)

August 2022 – Present

Undergraduate Success Scholars

August 2020 – Present

OTHER SKILLS & INTERESTS

Technical Skills: Microsoft Office (Excel, PowerPoint, Word), Think-Cell, Illustrator, & Tableau Software

Language: Fluent Spanish

Eligibility: Eligible to work in the U.S. and Mexico with no restrictions

Vishnu Ajay

Dallas, TX, 75080 | 945.527.5192 | ivishnuajay@gmail.com | www.vishnuajay.com | linkedin.com/in/vishnu-ajay/

EDUCATION

The University of Texas at Dallas , Richardson, TX	Dec 2024
<i>Master of Science, Management Science (Real Estate Concentration)</i>	GPA 3.83
Dean's Excellence Scholarship	
National Institute of Technology Calicut , Kozhikode, India	May 2023
<i>Bachelor of Technology, Computer Science and Engineering</i>	GPA 3.33

CERTIFICATIONS

Certified Associate in Project Management (CAPM) , <i>Project Management Institute</i>	Jan 2024
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SKILLS

Tools: ARGUS, MS Excel, VBA, MS PowerPoint, MS Project, SAP, Tableau, Adobe Suite, Python, SQL, Java, JIRA, Figma
Core Competencies: Financial Management, Spreadsheet Modeling, Real Estate Finance, Project Management, Statistics

PROFESSIONAL EXPERIENCE

Family Real Estate Business , Kochi, India	May 2020 – Apr 2022
<i>Commercial Real Estate Analyst</i>	

- Transformed real estate operations into digital by implementing Excel for data analysis, digital payment platforms for secure transactions, remote security monitoring systems, and digital ledgers for transparent record-keeping.
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- Created and adjusted project schedules and milestones using Smartsheet, supporting on-time delivery.
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- Assisted project management team in monitoring of 10 strategic initiatives using Excel through clear milestones.
- Presented findings and growth strategy recommendations to senior leadership with 30+ slide presentation.

PROJECT EXPERIENCE

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<ul style="list-style-type: none">Dissected a property inspection and identified the next steps for approving a work order.	

ORGANIZATION AND VOLUNTEER EXPERIENCE

Real Estate Club UT Dallas , <i>Member</i>	Jan 2024 – Present
<ul style="list-style-type: none">Participated in ARGUS and Excel workshops to enhance financial modeling skills for real estate analysis.Attended industry speaker event "Real Estate with AI" by Weitzman, staying current with emerging technology.	

Zachary Hopfer

Mesquite, Texas, 75181; (972) 271-1169; zach.hopfer@gmail.com

www.linkedin.com/in/zachary-hopfer

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science, Finance, Real-estate:

Dean's List Fall 2021 - Current

May 2025

3.96 GPA

PROFESSIONAL EXPERIENCE

United States Air Force, Sheppard Air Force Base, Texas

June 2019 – July 2021

Security Forces Flight Sergeant

- Managed 12-15 personnel daily, updated personnel records weekly to ensure accurate performance data reporting
- Coordinated timely with first responder agencies for matters involving injury or property loss
- Developed strong oral communication skills by interviewing suspects of crimes, witnesses, and complainants
- Conducted group exercises across the base, enhanced the skills of 15 personnel while team building
- Supervised Vehicle Search Area while deployed to Al Jaber Air Base, Kuwait, elevated multicultural knowledge

United States Air Force, Minot Air Force Base, North Dakota

May 2018 – June 2019

Security Forces Instructor

- Conducted annual training for over 1,000 Security Forces members as a subject-matter expert
- Gained people management prowess as the lead instructor for integration and training of over 350 personnel
- Administered initial performance evaluations for over 200 new members in development program
- Organized overhaul of roughly 10,000 digital and physical training records, improved 100% of work center's database
- Managed base safety and environmental standards programs

United States Air Force, Minot Air Force Base, North Dakota

November 2015 – May 2018

Flight Security Controller

- Hardened multi-tasking capability while coordinating security protocols for nuclear ICBM sites
- Maintained weekly schedule for 70 personnel with strong attention to detail of posting requirements
- Responsible for the safeguard and accountability of highly controlled, classified, and PII documents

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

UTD Real Estate Club - Member

March 2023 – Present

- Completed 8-hour ARGUS training workshop, gained working knowledge of real estate asset management

Network Community of Ministries, Food Pantry – Volunteer

June 2022 – Present

- Handle incoming and outgoing inventory, assisted individuals with checkout and stock inquiries

91 Security Support Squadron, Booster Club – President

October 2018 – May 2019

- Organized and led meetings for volunteer opportunities, raised \$7.5K for organization events and parties
- Volunteered for multiple local events, arranged base holiday party for 1K attendees, broadened adaptability

5 Force Support Squadron, Principles of Instruction – Student

June 2018 – July 2018

- Garnered instructor certification, developed public speaking and presentation skills, instructed over 900 hours

343 Security Forces Squadron, Security Forces Craftsmen Course – Student

July 2016 – August 2016

- Developed interpersonal relationship skills at leadership course, reinforced time management and communication

5 Force Support Squadron, Airmen Leadership School – Student

May 2016 – June 2016

- Performed at the top 10% of 70 students, improved leadership abilities, selected for Distinguished Graduate Award

ADDITIONAL INFORMATION

Technical Skills: Microsoft Word, Microsoft Power Point, Microsoft Excel, ARGUS

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions



Herbert D. Weitzman
Institute for Real Estate

REAL ESTATE INVESTMENTS

Internship

SPRING/SUMMER
2024

Alisha Rahman

Allen, TX, 75002; (682) 375-9018; alisharahman786a@gmail.com
www.linkedin.com/in/alisharahman

EDUCATION

The University of Texas at Dallas

Bachelors of Science, Computer Information Systems and Technology: Cybersecurity

Top 10 Percent Scholarship, Dean's List Fall 2023

Extra-curricular: Nova Ambassadors, Women and Technology in Business

Relevant Coursework: Cloud Computing with AWS, IT for Business, Object Oriented Programming

Expected: May 2025

GPA 3.934

Dallas College, Richland Collegiate High School

61 Hours Dual Enrollment

May 2023

TECHNICAL SKILLS

- MS Office: Excel and Word Certified, PowerPoint, Outlook, Teams, SharePoint
- Programming: Java and C++ Proficient
- Security: CompTIA Network+ (introductory study), AWS Identity and Access Management
- Amazon Web Services: S3 Website Hosting, VPC and Compute Infrastructure Creation

KEY ACHIEVEMENT

Capstone Research Paper and Proposed Solution, The Digital Divide (15 pages)

August 2022 – April 2023

- Investigated the insecurity of top-quality technology among low socio-economic individuals.
- Identified the primary issue: Lack of high-speed internet connectivity.
- Constructed and presented a stopgap product for faster internet access.

INTERNSHIP EXPERIENCE

Quba Collections LLC, Richardson, TX, Website Developer Intern

February 2024 – Present

- Optimized user interface for enhanced shopping experience.
- Adapted security risk measures by developing duplicated sites and enhancing firewall.
- Analyzed inventory details from Excel lists and onsite POS systems for accuracy.

LEADERSHIP EXPERIENCE

American Muslim Women's Physician Association, DFW Metroplex, CPR Class Assistant

August 2017 – Present

- Coached over 100 students to properly perform CPR and Heimlich Maneuver.
- Consistently communicated with the instructor to ensure a seamless experience in coordinating class preparation.

Richland Collegiate High School, Dallas TX, Senior Mentor

June 2022 – May 2023

- Facilitated the smooth transition of new students from high school to a college setting, ensuring strong academic performance.
- Organized and executed school events to foster a seamless blend of high school traditions within the college environment.

ADDITIONAL INFORMATION

Languages: Urdu, Hindi, Working knowledge of Spanish and Arabic

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

AMIT SINGH

Dallas, TX; 945.237.2899; axs230155@utdallas.edu

<https://www.linkedin.com/in/amit-singh99>

EDUCATION

The University of Texas at Dallas

Masters of Science in Finance (STEM)

May 2025

GPA 3.7

University of Mumbai

Masters of Commerce in Advanced Accountancy

Dec 2022

GPA 3.3

University of Mumbai

Bachelor of Commerce in Financial Accounting and Audit

Oct 2020

GPA 3.0

BUSINESS EXPERIENCE

AAA Finserve, Mumbai, India

Financial Analyst

September 2021 – March 2022

- Optimized Contract and Certificate of Insurance Management, achieving 20% improvement in vendor compliance and processing time
- Implemented sensitivity analysis to refine cost and revenue estimates, enhancing financial forecast accuracy
- Ensured 100% compliance with internal policies and procedures through audit preparation and clear reporting

Ernst & Young LLP, Mumbai, India

Assurance Executive

April 2019 – September 2021

- Enhanced financial reporting and risk management by 30% through meticulous analysis
- Reported an INR 2,435 Cr (USD 305.2 million) fraud, subsequently enhancing performance by 20% through site investigations
- Increased net profits by 15% for renewable energy firms by conducting audits focused on IPO-related cases

Karnavat & Company, Mumbai, India

Assurance & Taxation Executive

September 2018 – April 2019

- Conducted comprehensive audits of three banks, including ICICI Bank, ensuring accurate financial reporting and adherence to regulations
- Led successful completion of Central Statutory Audit for State Bank of India (Industrial Financial Branch)
- Executed comprehensive GST audits for diamond traders, identifying tax savings opportunities up to 5%

ACADEMIC PROJECTS

Operating Model, Financial Analyst, Financial Modeling for Valuation

January 2024 – February 2024

- Developed Operating Model for Spotify, forecasting 407% long-term growth, guiding strategic decisions for future valuation.

Valuation Model, Financial Analyst, Financial Modeling for Valuation

October 2023 – February 2024

- Constructed DCF models for high-profile acquisitions (Microsoft-Activision, post-iPhone 15 Apple), providing data-driven insights into company valuations.

Return & Trend Analysis of Stocks using R, Fintech Analyst, Fintech & Blockchain

August 2023 – December 2023

- Implemented R for sophisticated big data alpha model, yielding precise stock price predictions, outperforming industry benchmarks.

Edexmart, Entrepreneurial Endeavor

July 2018 – December 2018

- Created e-commerce platform for local vendors, increasing accessibility to customers and reducing operational costs.

ORGANIZATIONS

Graduate Finance Management Council, UT Dallas

August 2023 – Present

The Real Estate Club, UT Dallas

January 2024 – Present

ADDITIONAL INFORMATION

Technical Skills: Advanced MS Excel, SAP

Languages: Advanced Chinese, Conversational Hindi

Eligibility: Eligible to work in the U.S. for internships and for full-time employment for 36 months without sponsorship

CAELAN KONGANDA

(214) 422-5665 | caelank@gmail.com | Dallas, TX | <https://www.linkedin.com/in/caelankonganda/>

OBJECTIVE

Driven finance graduate seeking entry-level, full-time opportunities in real estate analysis, asset management, underwriting, and acquisitions to apply expertise in maximizing investment potential and driving strategic growth.

EDUCATION

The University of Texas at Dallas, Richardson, TX

August 2022 - August 2024

Bachelor of Science, Finance

Real Estate Club, Club Golf

Texas Tech University Honors College, Lubbock, TX

August 2020 - May 2022

Finance, Pre-Med

President's Honor List, Dean's Honor List, TrUE Scholars Program

WORK EXPERIENCE

MCRE Management Partners LLC, Dallas, TX

October 2023 – December 2023

Financial Analyst Intern

- Analyzed potential acquisitions, dispositions, and financing strategies for retail commercial real estate investments.
- Prepared proformas and conducted underwriting assessments based on investment offering memorandums, ensuring property-level financials supported investments under \$10 million with appealing ROIs and CAP rates exceeding 6%.
- Conducted regular audits of the active lease database and existing property management software in Appfolio, overseeing operations for more than 15 retail centers to maintain accuracy and efficiency.

Medical City Healthcare, Dallas, TX

November 2022 – June 2023

Finance Intern

- Managed month-end close processes including journal entry posting and balance sheet reconciliations.
- Proficient in ICC & SOX checklists, contract reviews, invoice coding, HOST, eRecon, Webex, and Microsoft platforms.

Texas Tech University, Lubbock, TX

August 2021 – November 2021

Research Assistant

- Analyzed and interpreted data to contribute to research findings about repetitive tasks and performance over time.

VOLUNTEER EXPERIENCE

Kodava Koota

Jan 2020 – Present

- Spearheaded ROOTS, an initiative that raised over \$2,000 for planting more than 10,000 native trees in Kodagu, India.
- Pioneered the Mentor-Protégé Program which facilitates the connection between seasoned business professionals and recent graduates, providing invaluable mentorship opportunities to enhance both their professional and personal growth.

ADDITIONAL INFORMATION

Skills: Microsoft Excel, Microsoft Office, Outlook, WebEx, Appfolio, SQL, Tableau, Underwriting, Proformas, Analysis

Eligibility: US Citizen, Eligible to work in the US for internships and full-time with no restrictions. Open to relocation.

Emily Sandoval

Flower Mound, Texas, 75022; 940-535-8216; emilysandoval0121@gmail.com
www.linkedin.com/in/emily-c-sandoval-

EDUCATION

The University of Texas at Dallas

Expected Graduate: December 2024

Bachelor of Science in Business Administration Concentration in Real Estate

Honors and Scholarship(s): Transfer Scholarship, Phi Theta Kappa

PROFESSIONAL EXPERIENCE

Lake City Investment S-Corp, Lewisville, TX

February 2018 – Present

Insurance and Warranty Manager

- Administered insurances and warranties for a pre-owned dealer with an 800+ customer portfolio.
- Launched a new department branch that allowed more control for the portfolio.
- Established insurance management lowering company losses by 40%.
- Amplified profits with establishing a warranty company that allowed for a faster and smoother transaction.
- Trained employees how to quickly and efficiently monitor and handle claims.

Lake City Holding LLC, Lewisville, TX

August 2020 – Present

Residential Property Manager

- Facilitate maintenance requests from a tenant, investigating and resolving tenant complaints.
- Renew tenet leases via TREC forms.
- Study market trends to purchase and sell at the right time, increasing profits by 500%.

VOLUNTEER EXPERIENCE

Heart of the City, Clerk

February 2022 – April 2023

- Helped those in need with free clothing by obtaining adequate clothing donations.
- Promoted services by using social media and flyers on Canva.

ORGANIZATIONS

Herbert D. Weitzman Institute of Real Estate, VP of Communications

May 2023 – Present

Nash Leader's Program, Member

January 2024 – Present

ADDITIONAL INFORMATION

Technical Skills:

- Introduction to QuickBooks.
- Canva

Certifications:

- Word, Excel, and PowerPoint Expert Certification by Microsoft.
- Argus Workshop Certification.

Languages: Bilingual in English and Spanish.

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

FREDERICK AMOAKO APPIAH

Richardson, Texas, 75080; +1 972 626 4276; Frederick.Appiah3@gmail.com
<https://www.linkedin.com/in/frederick-appiah-5bb379188/>

EDUCATION

The University of Texas at Dallas, United States of America
Master of Science, Finance

December 2024

Kwame Nkrumah University of Science and Technology, Ghana
Bachelor of Science in Administration, Accounting

June 2010

PROFESSIONAL EXPERIENCE

Sage-Art Properties, Accra, Ghana

February 2021 – December 2022

CEO / Business Development Manager

- Engineered a customer targeting index that boosted customer return contact by 50%
- Architected a property database that streamlined client-property matching, slashing search costs by 25%
- Negotiated strategic partnerships with realtors, enhancing our reach and increasing market penetration by an estimated 10%

Di-Maria Realty, Accra, Ghana

January 2020 – January 2021

Realtor

- Crafted a comprehensive snag list for property evaluations cutting oversight mistakes by up to 95%
- Revamped team workflows, accelerating sales processes and improving throughput time by 40%
- Enhanced client satisfaction by developing excel based data parsing models to identify and address key areas of concern, enabling targeted improvement in our service delivery

Sandy Lane Limited, Accra, Ghana

January 2012 – October 2019

General Manager

- Spearheaded collaborative efforts to enhance customer satisfaction indexes, achieving an 87% retention rate
- Overhauled contract terms to minimize operation expenses by 8% per contract
- Formulated Excel financial models that informed pricing strategies and underscored a 100% occupancy rate
- Delineated market trends to a secure a 15-year cycle customer, generating \$570,000 annually which was 50% of projected potential gross income
- Instituted employee satisfaction programs that decreased turnover rates by 15%
- Executed ad-hoc financial analyses leading to strategic emolument decisions to retain top talents

UHY Voscon Chartered Accountants, Accra, Ghana

October 2010 – August 2011

Accountant

- Led in-depth financial analyses to propel a 200% profit increase for a client through strategic policy execution
- Detected and mitigated a syndicated theft scheme, saving a client 20% of weekly revenue loss
- Optimized client's tax structure and implemented financial best practices resulting in 30% reduction in potential tax liabilities equating to an annual saving of approximately \$20,000

Additional Details and Skills

- Proficient in financial modeling and analyses, valuation and LBO modeling, Microsoft Office Suite, Python programming, R Programming, Tableau, and Intuit QuickBooks
- Fluent in English and conversational in French
- Eligibility: USPR – US authorization to work

Jonathan Woldie

318.344.7402 | jonathanwoldie2@gmail.com | www.linkedin.com/in/jonathan-woldie

EDUCATION

The University of Texas at Dallas

B.S. in Finance

Richardson, Texas

Expected May 2025

- **GPA:** 3.87 / 4.0; Dean's List (top 10%)
- **Honors Affiliation:** Hobson Wildenthal Honors College
- **Scholarship:** National Merit Scholarship - Full tuition and fees covered for four years
- **SAT:** 1590 (99th percentile) | Math: 800 | Reading and Writing: 790
- **Organizations:** Professional Program in Finance (PPF), Finance Leadership Association (FLA), Investment Management Club, Accounting Club, UTD Men's Soccer Club

EXPERIENCE

Desta Ethiopian Restaurant

Accounting Associate

Dallas, Texas

Summer 2023

- Accurately recorded and categorized approximately \$11,000 in monthly business expenses using Microsoft Excel, contributing to effective budget management
- Improved operating income by approximately 5% through proposing an increase in purchase volume of non-perishable ingredients to acquire 10-15% discounts from vendors
- Conducted periodic audits to identify discrepancies, leading to recovery of \$1500 in overcharged expenses
- Organized and filed receipts, invoices, and other financial documents for easy retrieval and reference

Oschner LSU Health Academic Medical Center

Research Intern

Shreveport, Louisiana

Summer 2022

- Experimented under guidance of biomechanics professor to explore potential relationship between friction coefficient and bone density in hip replacement surgeries
- Conducted in-depth statistical analysis of sample data points, developing robust regression models showcasing correlations between key variables
- Delivered several research presentations to groups of medical students, doctors, and administrators during annual Oschner Health Research Week symposium
- Led instructional sessions for approximately 30 high school and college students on medical concepts and the usage of 3D modeling software for research

LEADERSHIP & ACADEMIC PROJECTS

Securities Analysis Competition (SAC)

Richardson, Texas

- Led 3-person group in rigorous month-long valuation competition, analyzing a preselected public company's background, industry, and financials (Netflix)
- Conducted qualitative research on Netflix's strategic partnerships, content acquisition strategy, and technological innovations, providing well-rounded analysis complementing quantitative valuation
- Submitted and presented comprehensive report including 3-statement projected models and DCF to industry professionals

Algorithmic Trading Project

Richardson, Texas

- Designed and implemented trend-following cryptocurrency trading algorithm utilizing Pine Script, a domain-specific language on the TradingView charting platform
- Leveraged historical market data to simulate algorithm performance under various market conditions with backtesting software
- Executed automated trading orders through API connected to cryptocurrency exchange, reducing order latency
- Adapted algorithm to capitalize on unique commission fee structure, optimizing trading strategies for minimal transaction costs

ADDITIONAL INFORMATION

Technical: MS Office (Excel, Word, PowerPoint, Outlook), Python, Pine Script, Capital IQ

Hobbies/Interests: Soccer, blockchain technology, human physiology, fictional novels

Languages: Amharic (proficient)

Komal Chakravarthula

Dallas, TX, 75252; (945) 283-6272; chakravarthulakomal@gmail.com; www.linkedin.com/in/komalch

EDUCATION

The University of Texas at Dallas

M.S., Finance; *Concentration in Real Estate*

Deans Excellence Scholar

May 2025

GPA 3.56

Amity University, India

Bachelor of Business Administration, Finance

May 2022

GPA 3.6

SKILLS

Microsoft Excel, Financial Modeling, Due Diligence, ARGUS Enterprise, Bloomberg Capital Markets Certification, Data Analysis, Valuation, Strategy CS, Financial Analysis.

PROFESSIONAL EXPERIENCE

Berkadia Services Ltd. (A Berkshire Hathaway and Jefferies Company), India

May 2022 – May 2023

Associate Analyst II

- Proficient in analyzing financial statements, insurance statements, and legal documents to assess borrower credibility and financial stability thoroughly for agency loans averaging \$20 million.
- Evaluated and computed the loan-to-value ratio for mortgage applications, leading to a more precise assessment of the portfolio financial risk and a 15% reduction in default rates.
- Calculated payoff and loan balances, determined property valuations, established default triggers, ensuring 100% SLA compliance, enhancing risk management and team efficiency.

PSG Enterprises, India

Oct 2021 – April 2022

Finance and Accounting Intern

- Led a team of 10+ interns in financial statement analysis, overseeing tasks like invoice processing, payment reconciliation, and budget forecasting. Provided key support for external audit/review of financial statements.
- Demonstrated ability to analyze complex data, reconcile accounts, and collaborate with cross-functional teams during the pandemic, resulting in a 150% increase in sales through innovative strategies.

LEADERSHIP EXPERIENCE AND ORGANIZATION EXPERIENCE

- | | |
|---|--------------------|
| • UTD Real Estate Club, Board Member – Internal Affairs | Dec 2023 – Present |
| • NASH Leader's Program – Fellow | Jan 2024 – Present |
| • Graduate Finance Management Council – Member | Aug 2023 – Present |
| • Rotaract Club of Hyderabad, Vice President | May 2022-May 2023 |

ACADEMIC PROJECT

Quantitative Portfolio Optimization

- Conducted comprehensive stock return analysis, creating optimal portfolios using correlation and covariance for investor risk management.
- Applied advanced data analysis to optimize portfolio weights, considering objectives like maximizing Sharpe ratio, return, and safety-first ratio,
- Analyzed the relationship between selected stocks and market movements using historical data and covariance correlation matrices to arrive at the ideal portfolio for an investor.

CERTIFICATIONS

- Argus Enterprise – UTD
- Bloomberg Capital Markets Certification

Luis Cardenas

Dallas, Texas, 75234; (626)383-1465; luiscardenas0303@gmail.com
<http://linkedin.com/in/luis-cardenas-75a48628b>

EDUCATION

The University of Texas at Dallas

Graduation May 2025

Bachelor of Science, Major: Business Administration, Concentration: Real Estate Investment Management

Mount San Antonio College, Walnut, California

Graduation June 2023

Associate of Science, Business Administration

GPA 3.53

PROFESSIONAL EXPERIENCE

MDST LLC, Irvine, California

November 2021 – May 2023

Project Manager

- Managed multiple real estate development projects to ensure efficient work flow among construction operations, leading to maximizing profits.
- Contracted and supervised a team of over 20 construction employees remotely and on site.
- Assisted in the configuration of property layouts and coordinated the aesthetic of properties.
- Organized a budget, payroll, and a master calendar to efficiently meet short-term and long-term deadlines.

FEMME LA, Irvine, California

January 2022 – September 2022

Marketing & E-Commerce Assistant

- Aided in managing marketing campaigns for product launches that netted over \$80,000 per month.
- Overlooked inventory and fulfillment of all sales.
- Communicated with manufactures to discuss inventory shipments.
- Implemented an inventory tracking program to help with efficiency when products launched, and stock needed to be updated.

Furniture Frame Masters, Irwindale, California

June 2020 – September 2020

- Recorded revenue and expenses incurred by the company.
- Communicated with lumber distributors to discuss shipments.
- Processed documentations and entered company records into a database.
- Assisted in design and manufacturing of sofa frames.

ORGANIZATION EXPERIENCE

Club Zacatecano, Azusa, California, Treasurer

June 2017 – June 2023

- Developed budgets to allocate funds to remodel schools, sports facilities, and provide health care.
- Organized yearly trips to the small town in Mexico to connect with locals and discuss their needs.

Los Angeles Soccer Club, Chino, California, Youth Coach Volunteer

April 2021

- Helped direct and organize a youth soccer camp.
- Taught the youth players about teamwork and discipline while sharpening their athletic skills.

Real Estate Club, University of Texas at Dallas

August 2023

- Attended seminars with industry leading professionals.

ADDITIONAL INFORMATION

Skills: Microsoft Excel

Languages: Spanish

Michael Tekle

Wylie, TX, 75098; (469) 216-1038; michaeltekle89@gmail.com

www.linkedin.com/in/michaeltekle

EDUCATION

The University of Texas at Dallas

May 2025

Bachelor of Science Information Technology and Systems

Relevant Coursework: IT for Business, Matrices, Vectors, and Their Application, Introduction to Programming

Collin College

December 2021

Associate of Science, General Studies

CERTIFICATIONS & TECHNICAL SKILLS

Certifications: MATLAB Onramp Certificate, Microsoft Excel Specialist

Tools: Python, SQL, Tableau, Oracle, Microsoft Excel, Microsoft Word, Microsoft PowerPoint, Java, Microsoft Outlook, C, Microsoft Teams

ACADEMIC PROJECT EXPERIENCE

Tableau Group Project, Information Technology for Business

October 2023 – November 2023

- Collaborated with a team of 6 members to analyze and identify global power generation methods and countries' dependencies on specific fuels
- Utilized Tableau to develop a presentation on energy security and independence and showed findings to the class

Company Community Service Project, Professionalism and Communication in Business

January 2023 – February 2023

- Researched how companies can impact hunger in the local community
- Identified and outlined the significant impact of 2 companies addressing hunger in the community
- Created a PowerPoint presentation to share findings with classmates

ORGANIZATION EXPERIENCE

The Accounting Club, Mentor (Group of Business Students)

September 2023 – Present

- Support the ambitions of 50 group members by inviting accounting firms and tech companies to speak on employment opportunities
- Lead one-on-one meetings with students to help advise them with their academic and professional goals

UTD SACNAS Chapter, Member (Chicanos/Hispanics and Native Americans in STEM fields)

April 2023 – Present

- Promote group events through Instagram to increase visibility and membership

Phi Theta Kappa, Member (Academic Honor Society)

September 2020 – Present

- Participate in group projects and speaker series
- Conduct research on the history of police units in Collin County for the Collin County Police Project

WORK EXPERIENCE

Walmart Neighborhood Market, Wylie, Texas

June 2021 – Present

Front End Associate

- Successfully addressed over 15 customer technical issues daily leading to improved customer satisfaction
- Assist around 10 customers daily with complex financial services such as MoneyGram, Ria, and Western Union
- Coordinate gas station logistics to uphold safety and security processes while improving the speed of service
- Collaborate with co-workers to resolve issues, actively contributing to an enhanced customer experience
- Trained over 15 new employees on customer service policies, conflict resolution, and technology resources

ELIGIBILITY: US Citizen, Eligible to work in the US for internships and full time with no restrictions

NIRAV ROHRA

512-769-5952 | nxr220063@utdallas.edu | Richardson, TX | linkedin.com/in/nirav-rohra-657244291

EXPERIENCE

Web Designer & Product Management Enthusiast, Richardson, TX

11/2019 - Present

- Pioneered the development of aiaautd.net, employing user-centric design methodologies to optimize navigation and content accessibility, enhancing the platform's educational value and user engagement.
- Enhanced fth24x7.com (a telecommunication company) by implementing data-driven UX improvements, including streamlined navigation and intuitive interface design, resulting in increased user retention and satisfaction.
- Collaborated with cross-functional teams to conduct user research and implement Agile development methodologies, ensuring alignment with user needs and business objectives throughout the product lifecycle.
- Strategically integrated features like interactive forums and real-time updates, leveraging market analysis and user feedback to drive continuous improvement and innovation.
- Contributed insights and recommendations to my high school's website redesign, incorporating responsive design principles and accessibility standards to enhance user experience across diverse devices and demographics.
- Conceptualized and developed tranquilflow.org, a serene yoga website, also an AI-powered platform providing personalized yoga classes and injury detection services, leveraging machine learning algorithms and Google AI technologies to enhance user well-being and accessibility.

Intern Instructor, Royal Technosoft

11/2019 – 07/2021

- Taught programming concepts to 500+ college freshmen; featured in local newspaper as youngest professor
- Managed all curriculum design, scheduling, assessments, and presentations
- Expanded program virtually to 800+ international(UK,USA,Taiwan,UAE) students during pandemic

Student Assistant, The University of Texas At Dallas

Present

- Help in administrative activities.
- Coordinate and manage facilities as assigned.

EDUCATION

The University of Texas at Dallas, Richardson, TX

- Bachelor of Science in Computer Science (Academic Excellence Scholar)

Anand Niketan Satellite School

- Class XII ISC, 90% || Class X ICSE, 93%

Honors: Oracle Certified Associate Java SE 8

LEADERSHIP

- Head Editor and Designer, School Magazine **11/2022 – 04/2023**
- Judge, DECA District 11, Richardson TX 2023 **11/2023 – 11/2023**
- Student Government Presidential Candidate (Achieved Highest Engagement **Insta:@sup_nirav**) **Present**

SKILLS

- Technical: Java, C++, HTML/CSS, Graphic Design, Basic ML (Linear Gradient Descent, SVM)
- Other: Product Management, User Research, User Experience (UX) Design, Product Roadmapping, Public Speaking, Presentation, Marketing

CERTIFICATIONS

- Oracle Certified Associate Java SE 8, 2022
- Yoga Alliance USA Certified Yoga Instructor, 2023
- Excel Financial Modeling, Herbert D Weitzman Institute for Real Estate, Naveen Jindal School of Management, University of Texas at Dallas, 2024

Parker Davidson

Plano, Texas; 972-358-5762; parker.davidson@utdallas.edu

<https://www.linkedin.com/in/Parker-Davidson17>

EDUCATION

The University of Texas at Dallas

Spring 2026

Master of Business Administration, Real Estate Concentration

New Mexico State University

December 2018

Bachelor of Business Administration, Marketing

GPA 3.70

Minor: Finance

ACADEMIC PROJECTS AND PROFESSIONAL EDUCATION

Commercial Real Estate (CRE) Analyst Fast Track Program

May 2023 – June 2023

- Executed 60+% growth in concept mastery, going 40% to 100% from pre-to post-assessment
- Selected to engage in an immersive commercial real estate skill development program led by top industry professionals
- Examined industry benchmarks, abstracted contracts, valued properties, assessed financial leverage impacts, and modeled joint ventures
- Explored industry documents, including BOVs, offering memorandum, loan documents, joint venture agreements, purchase agreements, and various lease types

PROFESSIONAL EXPERIENCE

Keller Williams Realty, Plano, TX

February 2019 – May 2023

Licensed Real Estate Agent, Keller Williams Realty

- Produced monthly and quarterly reports through comprehensive market data analysis, offering clients insights into current market dynamics.
- Analyzed more than 1000 properties effectively to provide clients with market knowledge for better decision-making
- Researched current market trends and future real estate projections to stay current with live market activity
- Advised buyers during showings and inspections and advocated for clients during home repair negotiations

ORGANIZATIONS

Real Estate Club, UT Dallas

January 2024 – Present

Division I Student-Athlete, NMSU Football Team

July 2015 – December 2018

VOLUNTEER EXPERIENCE

Keller Williams

- Keller Williams Annual Red Day; Annually from 2019 – Present
Assisted Emily's Place with standard maintenance of the building

Rene Aguilar

Rene.aguilar@utdallas.edu | 214.940.9274 | <https://www.linkedin.com/in/rene-aguilar-utd>

EDUCATION

The University of Texas at Dallas

Bachelor of Science in Finance

Dallas, Texas

Expected Graduation: Summer 2024

GPA: 3.16

WORK EXPERIENCE

Gold Medal Pools

Pool Technician

The Colony, Texas

May 2022 – Nov 2022

- Achieve a 25% faster pool maintenance rate compared to the company average
- Provided exceptional customer support, fostering strong relationships with homeowners

The Home Depot

Sale Floor Associate

Rowlett, Texas

May 2020 – Sep 2021

- Increased flooring sales by 15% within 6 months through building personal relationships within customers, resulting in a 9% raise
- Recognized with a Homer Award for demonstrating outstanding customer service
- Led a team of 3 to complete sales projects, such as Black Friday, in half the projected time

ACADEMIC PROJECT

Leveraged Buyout Model

Student – Fin 4307 Private Equity

Dallas, Texas

April 2024 – April 2024

- Led a team of 3 students in a simulated leverage buyout (LBO) project, achieving a 24.9% internal rate of return (IRR) through meticulous financial modeling and analysis
- Conducted due diligence on a stimulated target company, analyzing 4 years of financial statements and market data to assess a \$252 million acquisition opportunity

Social Impact Marketing

Student Marketing Consultant – NetFly

Dallas, Texas

August 2023 – December 2023

- Conduct an internal and competitive analysis to explore potential opportunities and challenges for Netfly's project management system
- Created a survey over existing management systems that was sent out to over 150 universities which yield a 20% response rate over
- Proposed several different recommendations and pricing models using our research and analysis that could differentiate the company from its competitors

Student Marketing Consultant – AdvanceNet Labs

August 2023 – December 2023

- Identified new marketing approaches to help expand their brand and build a roadmap for the future
- Integrated different AI platforms to automate the marketing process which can increase productivity from 20% to 50%
- Published several social media with the improved AI process which yielded a 250% boost in engagement

EXTRACURRICULAR ACTIVITIES

Association of Latino Professionals for America (ALPFA)

August 2022 – Present

Undergraduate Success Scholars

August 2020 – Present

OTHER SKILLS & INTERESTS

Technical Skills: Microsoft Office (Excel, PowerPoint, Word), Think-Cell, Illustrator, & Tableau Software

Language: Fluent Spanish

Eligibility: Eligible to work in the U.S. and Mexico with no restrictions

STEVEN ZHANG

(512) 739-9906 | stevenzhang630@gmail.com | 9900 Nocturne Cv, Austin, TX 78750 | [LinkedIn](#)

EDUCATION

University of Texas at Dallas, Jindal School of Management – Richardson, Texas

Class of 2025

Bachelor of Science degree in Finance; Finance Major, Computer Science Minor (Expected)

- Coursework: Quantitative Business Analysis, Business Finance, Organizational Behavior, Management Method, Information Tech for Business, Financial Accounting, Supply Chain & Operations Management.
- GPA 3.6/4.0

EXPERIENCE

Real International – Austin, TX

05/01/2022 - Current

Investment Analyst (Intern)

- Authoring all current quarterly investor reports, as well as white papers, investor package content, and other materials for private capital raise.
- Building financial models for real estate applications, additional work with DCF, LBO, and comparable company analyses on an ad-hoc basis.
- Extensive market analysis experience and co-author of annual market research report.
- Supervising timely dispatch and audit of investor reports, agreements, and financial statements for all active investors.
- Delivered market expectations and executed rigorous due diligence processes while ensuring organizational fulfillment of fiduciary duties, managing customer relations, and maintaining oversight of investor reports and company agreements through the investment portal.
- Project experience encompassing underwriting, capital structure, and investment offering formulation with projects north of \$60 million equity.

Brievete LLC – Austin, TX

06/01/2020 – 12/01/2021

Managing Member

- Developed, implemented, and troubleshooted a multi-stage drip marketing and lead gen pipeline for improved automation.
- Led the design, development, and maintenance of the company website, nurturing SEO performance and producing captivating marketing content.
- Orchestrated impactful brand awareness campaigns across all social media platforms, driving significant audience reach and engagement.
- Leveraged expertise in social media outreach and content creation to optimize presence and engagement on Instagram, Facebook, LinkedIn, and email platforms.

Projects

Real Harvest Investment Portfolio – Austin, TX

12/01/2022 - Current

- Assisted initial underwriting and monitoring, and managed investor relations for two phases of distressed property portfolios.

Caldwell Ranch MUD District Project – Caldwell, TX

07/01/2022 - Current

- Production of in-depth feasibility analysis on the 895 acres of land, estimating the engineering, surveying, and other expenses.

Real Orchard Investment Portfolio – Austin, TX

08/01/2022- Current

- Supported underwriting for 6 private equity projects, including four land investments and two multifamily development projects, one of which exited with a project-level ROI of 270% within one year, leading to a 40% annual cash on cash return for the portfolio.

Leadership

Brievete LLC – Austin, TX

06/01/2020 – 12/01/2021

Founder

- Orchestrated the establishment of a robust business framework for an innovative local digital marketing corporation.
- Actively managed personnel and implemented six sigma methodology to drive business growth.

Plano Art Centre – Plano, TX

07/01/2022 - Current

Volunteer Team Lead

- Mobilized and rallied university peers to actively engage in volunteer activities for a local community organization during various events.
- Fulfilled volunteers' philanthropic and graduation needs with consistent guidance and support.

DECA Stock Market Game – Austin, TX

11/01/2020 – 01/01/2021

Investor

- Managed a simulated \$100k diversified, mid-cap to mega-cap stocks and equities fund which generated over 40% growth over 2 months.
- Generated diligence on hypothesized effect of investor psychology and organizational politics to successfully trade CHWY and GME.
- Organized bi-weekly meetings for team members to discuss sales and acquisitions.
- Peaked in third place and placed in the top thirty teams overall out of 6500.

SKILLS

Technical Skills: MS: Word, PowerPoint, Excel, QuickBooks, R, Python, Java, HTML/CSS, Tableau, HTML/CSS, C#/++, DCF, LBO, Accretion/Dilution, Sensitivity, 3-statement, Top-Down Forecasting, VBA Excel.

Interests: Real Estate, Econometrics, Swimming, Texas Hold'em, Powerlifting, Classical Piano, Cello, Golf, Financial Derivatives Theory (Options/Futures).

Languages: English (Native), Mandarin (Fluent)

Certifications: QuickBooks, Excel, think-cell

Vishnu Ajay

Dallas, TX, 75080 | 945.527.5192 | ivishnuajay@gmail.com | www.vishnuajay.com | linkedin.com/in/vishnu-ajay/

EDUCATION

The University of Texas at Dallas , Richardson, TX	Dec 2024
<i>Master of Science, Management Science (Real Estate Concentration)</i>	GPA 3.83
Dean's Excellence Scholarship	
National Institute of Technology Calicut , Kozhikode, India	May 2023
<i>Bachelor of Technology, Computer Science and Engineering</i>	GPA 3.33

CERTIFICATIONS

Certified Associate in Project Management (CAPM) , <i>Project Management Institute</i>	Jan 2024
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SKILLS

Tools: ARGUS, MS Excel, VBA, MS PowerPoint, MS Project, SAP, Tableau, Adobe Suite, Python, SQL, Java, JIRA, Figma
Core Competencies: Financial Management, Spreadsheet Modeling, Real Estate Finance, Project Management, Statistics

PROFESSIONAL EXPERIENCE

Family Real Estate Business , Kochi, India	May 2020 – Apr 2022
<i>Commercial Real Estate Analyst</i>	

- Transformed real estate operations into digital by implementing Excel for data analysis, digital payment platforms for secure transactions, remote security monitoring systems, and digital ledgers for transparent record-keeping.
- Conducted market research on 20+ companies, compiling competitive analyses on location, size, amenities to support business development efforts, resulting in 5 new client wins.
- Monitored and analyzed local economic indicators, employment data, and demographic shifts, providing insights that informed strategic decisions for 5 high-value property acquisitions.
- Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.
- Participated in due diligence processes and negotiations for 5 acquisitions worth \$1M, leveraging strong communication skills to build trusted advisor relationships.
- Demonstrated strong attention to detail by identifying 8% discrepancies in financial models and legal documents.

Oracle , Hyderabad, India	May 2022 – Jul 2022
<i>Project Management Intern</i>	

- Created and adjusted project schedules and milestones using Smartsheet, supporting on-time delivery.
- Developed reports and documentation of weekly meetings to communicate progress and align stakeholders.
- Showcased independent and collaborative work by managing simultaneous workstreams for 4 stakeholders.

Apollo Hospitals , Kochi, India	May 2023 – Jul 2023
<i>Finance Intern</i>	

- Analyzed surgery profitability trends across 6 areas and created Excel models showcasing 12% growth YOY.
- Assisted project management team in monitoring of 10 strategic initiatives using Excel through clear milestones.
- Presented findings and growth strategy recommendations to senior leadership with 30+ slide presentation.

PROJECT EXPERIENCE

CBRE Facilities Management Job Simulation on Forage	Jan 2024
<ul style="list-style-type: none">Dissected a property inspection and identified the next steps for approving a work order.	

ORGANIZATION AND VOLUNTEER EXPERIENCE

Real Estate Club UT Dallas , <i>Member</i>	Jan 2024 – Present
<ul style="list-style-type: none">Participated in ARGUS and Excel workshops to enhance financial modeling skills for real estate analysis.Attended industry speaker event "Real Estate with AI" by Weitzman, staying current with emerging technology.	

Zachary Hopfer

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www.linkedin.com/in/zachary-hopfer

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science, Finance, Real-estate:
Dean's List Fall 2021 - Current

May 2025

3.96 GPA

PROFESSIONAL EXPERIENCE

United States Air Force, Sheppard Air Force Base, Texas

June 2019 – July 2021

Security Forces Flight Sergeant

- Managed 12-15 personnel daily, updated personnel records weekly to ensure accurate performance data reporting
- Coordinated timely with first responder agencies for matters involving injury or property loss
- Developed strong oral communication skills by interviewing suspects of crimes, witnesses, and complainants
- Conducted group exercises across the base, enhanced the skills of 15 personnel while team building
- Supervised Vehicle Search Area while deployed to Al Jaber Air Base, Kuwait, elevated multicultural knowledge

United States Air Force, Minot Air Force Base, North Dakota

May 2018 – June 2019

Security Forces Instructor

- Conducted annual training for over 1,000 Security Forces members as a subject-matter expert
- Gained people management prowess as the lead instructor for integration and training of over 350 personnel
- Administered initial performance evaluations for over 200 new members in development program
- Organized overhaul of roughly 10,000 digital and physical training records, improved 100% of work center's database
- Managed base safety and environmental standards programs

United States Air Force, Minot Air Force Base, North Dakota

November 2015 – May 2018

Flight Security Controller

- Hardened multi-tasking capability while coordinating security protocols for nuclear ICBM sites
- Maintained weekly schedule for 70 personnel with strong attention to detail of posting requirements
- Responsible for the safeguard and accountability of highly controlled, classified, and PII documents

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

UTD Real Estate Club - Member

March 2023 – Present

- Completed 8-hour ARGUS training workshop, gained working knowledge of real estate asset management

Network Community of Ministries, Food Pantry – Volunteer

June 2022 – Present

- Handle incoming and outgoing inventory, assisted individuals with checkout and stock inquiries

91 Security Support Squadron, Booster Club – President

October 2018 – May 2019

- Organized and led meetings for volunteer opportunities, raised \$7.5K for organization events and parties
- Volunteered for multiple local events, arranged base holiday party for 1K attendees, broadened adaptability

5 Force Support Squadron, Principles of Instruction – Student

June 2018 – July 2018

- Garnered instructor certification, developed public speaking and presentation skills, instructed over 900 hours

343 Security Forces Squadron, Security Forces Craftsmen Course – Student

July 2016 – August 2016

- Developed interpersonal relationship skills at leadership course, reinforced time management and communication

5 Force Support Squadron, Airmen Leadership School – Student

May 2016 – June 2016

- Performed at the top 10% of 70 students, improved leadership abilities, selected for Distinguished Graduate Award

ADDITIONAL INFORMATION

Technical Skills: Microsoft Word, Microsoft Power Point, Microsoft Excel, ARGUS

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Contact EmployerRelations@UTDallas.edu
about posting a job opportunity on UTD
"Handshake" job board.

For more information about the
Herbert D. Weitzman Institute for Real Estate,
Concentrations in Real Estate or The Real Estate Club at UTD,
please contact
Julie Lynch, Director Weitzman Institute for Real Estate
Julie.Lynch@UTDallas.edu
972.883.4721

The logo features the text "#hire JSOM" in a bold, sans-serif font. The "#hire" portion is green, with the "i" having a small orange dot above it. The "JSOM" portion is orange.



Herbert D. Weitzman
Institute for Real Estate

