



Herbert D. Weitzman
Institute for Real Estate

RESUME BOOK CAREER CANDIDATES

Full-Time Positions

FALL/WINTER 2024



Herbert D. Weitzman Institute for Real Estate

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ADD A CONCENTRATION IN REAL ESTATE TO YOUR FINANCE, BUSINESS OR GLOBAL BUSINESS DEGREE

CONCENTRATION COURSES

UNDERGRADUATE

REAL/FIN 3305	Real Estate Principles
REAL/FIN 3358	Real Estate Markets and Investments*
REAL/FIN 3365	Real Estate Finance and Advanced Principles
REAL/FIN 4321	Real Estate Law and Contracts
REAL/FIN 4328	Real Estate Valuation
REAL/FIN/RMIS 4332	Commercial Property Risk Management and Insurance*

Course descriptions:



*Students who entered UTD under Fall 2023 catalog are required to take these additional courses to earn a concentration in Real Estate Investment Management.

The Jindal School of Management at UT Dallas has developed an innovative real estate program at both the undergraduate and graduate levels to prepare the next generation of leaders to meet the unique demands of the commercial and residential industries. The UTD Real Estate Investment Management program curriculum prepares students to enter the real estate industry by teaching the fundamentals of real estate and leading industry technology applications such as ARGUS and CoStar to perform financial and market analysis to analyze investments.

The Real Estate Investment Management program provides students a rewarding educational experience using innovative approaches for teaching today's adult learners the critical skills to become productive real estate professionals. Adding the Real Estate Investment Management Concentration to your UT Dallas degree prepares you to make your mark in the commercial and residential real estate industries. Here are just some of the positions graduating students have accepted on both the debt and equity side across the various asset classes to include office, industrial, retail, multifamily, hotel, and more:



Financial Analyst
Market Analyst
Loan Portfolio Analyst
Acquisitions Analyst
Asset Management Analyst
Credit Analyst
Investment Sales Analyst
Leasing Agent
Investment Sales Broker
Tenant Representative Broker
Research Associate
Mortgage Broker
Banking Relationship Manager
Property Accountant
Loan Processor
Lease Administration
Appraisal
Property Management



THE REAL ESTATE CLUB AT UTD

Real Estate is a relationship driven industry. Both undergraduate and graduate students interested in careers in real estate are encouraged to participate in the Real Estate Club at the UT Dallas Herbert D. Weitzman Institute for Real Estate. Through this organization, students meet leading industry professionals and learn best practices through events, participation in case competitions, attending industry conferences, networking with alumni, faculty and other students passionate about real estate. The Real Estate Club at UTD and JSOM Career Management Center have deep employer relationships and present students with opportunities for internships and permanent employment to students.



POSSIBLE EMPLOYMENT

Weitzman Group	Ebby Halliday	NAI Robert Lynn
Bank of America	Edge Realty Partners	Prudential Real Estate Investment Group
Bank Ozark	Goldman Sachs	7-11 Corporation
BBG Advisors	Granite Properties	Stone Capital
Billingsley Company	Greystar	Transwestern
Brand Realty Partners	JP Morgan Chase	USAA Real Estate
Cushman & Wakefield	Jones Lang LaSalle	

REAL ESTATE INDUSTRY ASSOCIATIONS

UT Dallas Herbert D. Weitzman Institute for Real Estate serves as a platform for pursuit of many of the designations within the real estate industry, including the CCIM designation (Certified Commercial Investment Member). For more than 50 years, the CCIM designation remains the gold standard for commercial real estate professionals, including appraisers, asset managers, brokers, developers, investors, lenders, and other allied professionals. CCIMs complete a rigorous program of advanced coursework and training in financial and market analysis and demonstrate extensive experience in the commercial real estate industry. With a UTD Real Estate Investment Management Concentration students are well on their way to meeting the educational requirements to sit for the examination for the CCIM designation.

Other industry associations programs, events, designation, conferences and competitions include:

- IREM (Institute for Real Estate Management)
- CREW (Commercial Real Estate Women)
- ULI (Urban Land Institute)
- NAIOP (National Association of Industrial and Office Properties)
- CoreNet Global
- BOMA (Building Owners Management Association)
- NTCAR (North Texas Commercial Association of Realtors)

TO LEARN MORE ABOUT A CONCENTRATION IN REAL ESTATE CONTACT:

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for Real Estate at UTD

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972.883.4721



Weitzman Institute
for Real Estate

**Earn a Real Estate
Graduate Concentration
ONLINE**



THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management

Real Estate Investment Management Concentration at the Jindal School

The Herbert D. Weitzman Institute for Real Estate capitalizes on being centrally located in one of the largest metropolitan areas in the United States by integrating global, national, regional and local real estate companies and industry associations into courses and event programming.

Jindal School of Management (JSOM) graduate students can earn a Real Estate Investment Management concentration with an MBA, Masters of Finance or Management Science by successfully completing four innovative online synchronous and asynchronous courses.

**REAL ESTATE
FINANCE &
INVESTMENTS**
REAL/FIN 6322

**REAL ESTATE
MARKET ANALYSIS
& INVESTMENTS**
REAL/FIN 6323

**ADVANCED
REAL ESTATE
PRACTICES**
REAL/FIN 6326

**INTRODUCTION
TO REAL ESTATE**
REAL/FIN 6321

The Real Estate Investment Management concentration provides students a rewarding educational experience using progressive approaches for teaching today's adult learners the critical skills to become a productive leader in the real estate industry with the possibilities of securing a position on the debt or equity side across the various asset classes to include office, industrial, retail, multifamily, residential, or service companies like appraisal, brokerage, property management or real estate technology. Build your knowledge of real estate, learn how to underwrite and assess real estate investments using real estate technologies such as ARGUS, CoStar, Excel.



Watch the short videos:

- Course descriptions
- Meet the esteemed faculty practitioners
- Meet the Real Estate Club at UTD president
- CCIM Designation



The Real Estate Club at UTD

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Alumni and Interns Employment

CBRE

Trammel Crow

JLL

USAA

Goldman Sachs

Cushman & Wakefield

Greystar

Transwestern

PGIM

Billingsley

Weitzman

Bank of America

JP Morgan Chase

BBG Advisors

NAI Robert Lynn

7-11 Corporation

Granite Properties

Ebby Halliday

Reserve Capital Partners

Stonebridge Capital

Capital Boutiq

Bank 7 Corp

Leon Capital

Linc Logistics



Real Estate Industry Associations

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- **CCIM (Certified Commercial Investment Member)**
- **IREM (Institute for Real Estate Management)**
- **CREW (Commercial Real Estate Women)**
- **ULI (Urban Land Institute)**
- **NAIOP (National Association of Industrial and Office Properties)**
- **CoreNet Global**
- **BOMA (Building Owners Management Association)**
- **NTCAR (North Texas Commercial Association of Realtors)**



TO LEARN MORE ABOUT A CONCENTRATION IN REAL ESTATE CONTACT:

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Earn a Texas Real Estate License

A **sales agent** is a person who is licensed by the Texas Real Estate Commission (TREC) to act as an agent on behalf of a real estate broker and their clients. A sales agent must be sponsored by a licensed Broker in order to perform any act of real estate services.

Broker License – A college undergraduate or graduate degree satisfies the TREC educational requirements for a Broker license. A Licensed Real Estate Broker is a person who provides real estate services to another person in exchange for a commission. Brokers can also sponsor and supervise real estate sales agents.



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Linkedin**



From May to August 2024, the Real Estate Club (REC) at UTD board members took the initiative to market their club and raise awareness within the UTD student community. This effort was particularly beneficial for freshmen attending summer orientation and exploring new clubs.

The club's attractive booth, featuring a variety of merchandise representing UTD and the Herbert D. Weitzman Institute for Real Estate, drew the attention of many students. This exposure provided an excellent opportunity to inform curious undergraduate and master's students about the Real Estate Club at UTD and the option to earn a real estate concentration with their business degree.

REC board members actively participated in summer fairs until the start of the school year. Through our strategic efforts and dedication, the REC Board successfully increased membership by 210 students.



(left to right): Tomas Llano, Yesmine Keopaseut, and Aura Mosquera

Summer Student Organization Fair August 29, 2024



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Welcome Back Event August 27, 2024



Thanks to the exceptional efforts of the REC Board over the summer, our Welcome Back Event was one of the largest events the club has ever hosted, with over 100 students in attendance.

The turnout was incredible, with both new and returning members participating. Many attendees have found our past events beneficial in their real estate learning journey. During the event, participants learned about the club's objectives, Herb Weitzman's generous contribution, met the board members, and discovered upcoming fall 2024 REC events. They also had the opportunity to learn about participation in the IREM Case Competition and how they can earn a real estate concentration with their business degrees at the undergraduate and graduate level.

The event concluded with a fun Kahoot game testing attendees' knowledge of real estate facts, followed by a merchandise giveaway. It was a fantastic way to kick off another amazing semester for the club.



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CLE Scholarship Panel

August 29, 2024



(left to right: Board Member Jaqleen Phan, Student Guest Speakers Diego Marchant, Judalyn Arthoro (University Recruiter at Equinix), Ebony Mitchell (Program Manager at CLE), and Blake Ziser (Director of Investments)).

Students participated in a panel discussion featuring Blake Ziser, Director of Investments at Invitation Homes, and Judalyn Arthoro, University Recruiter at Equinix. The event, organized and introduced by REC Board members Jaqleen Phan and Victoria Fuenmayor, was highly engaging and covered the panelists' unique career journeys, internship and job opportunities, as well as personal advice for students interested in their respective real estate sectors.

Following the panel, Ebony Mitchell from CLE and Diego Marchant, the first UTD student to enter the CLE program, delivered an informative presentation. Students learned about CLE's mission to empower racially and ethnically diverse students through an exclusive 2-year program designed to help them earn undergraduate degrees and secure promising careers in real estate and related sectors.

The event concluded with a networking session where students mingled with their peers and the panelists. The entire experience was welcoming and provided students with valuable insights and guidance on navigating their career development.



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PGIM Rotational Event

September 5, 2024

The PGIM Event proved to be one of our most effective events due to its educational value in the loan servicing industry. Vice President Alejandro Becerra and Vice President of Marketing Yesmine Keopseut organized this event, which featured six speakers from different PGIM departments. Each speaker engaged in conversations with small groups of 6-8 students at each table.

Every student had about 15 minutes of exposure to their speaker, allowing for insightful discussions about their occupations and real-life case studies provided by PGIM. In total, around 40-45 students attended the event, many of whom expressed a newfound interest in real estate after interacting with the speakers.



PGIM Speakers: Keith Kehlback a UTD REAL, George Martin, Campbell Schultz, Kent Cummings, Vish Ali, and Peggy Brisco



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Thirsty Thursday September 5, 2024



Shrija Chettyapalli, REC Community Engagement board member, organized the Thirsty Thursday event held on Thursday, September 5th. It was an incredible way for Real Estate Club members to socialize outside the usual classroom setting, creating a relaxed and welcoming atmosphere. With appetizers and refreshing lemonade on hand, members had the chance to network in a more casual environment, allowing for deeper conversations and stronger connections. The laid-back vibe made everyone feel more comfortable, breaking down barriers and fostering a sense of community among the group. It was a great bonding experience that strengthened relationships and brought members closer together.



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JSOM Student Org Fair

September 10-11, 2024

The UTD Real Estate Club (REC) participated in the Student Organization Fair, with President Tomas Llano, Recruitment Chair Aura Mosquera, and Vice-President of Communications Komal Chakravarthula leading the effort. The event was a prime opportunity to promote the club's initiatives, including networking events, technical skills training, and professional panels, while encouraging new memberships.

The REC Board members connected with students from diverse academic backgrounds, highlighting the valuable opportunities the club offers to those interested in real estate. Their efforts resulted in recruiting new members, further expanding the club's reach and impact. The Real Estate Club remains committed to inspiring and equipping the next generation of real estate professionals.



(left to right): Recruitment Chair Aura Mosquera, President Tomas Llano, and Vice-President of Communications Komal Chakravarthula



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Recruitment Student Union Events

August 22, 2024, September 10, 2024, September 18, 2024,
September 26, 2024, October 14, 2024 and November 12, 2024



(left to right): Shrija Chettyapalli, Komal Chakravarthula, Jaqleen Phan and Aura Mosquera

Throughout the semester, the UTD Real Estate Club, led by Recruitment Officer Aura Mosquera and Vice President of Marketing Komal Chakravarthula, hosted a series of eight recruiting and advertising events at the student union. Each event lasted two hours and was dedicated to introducing students to the benefits of joining the club and encouraging new memberships.

These efforts successfully attracted over 400 new students, contributing to the club's continuous growth. Notably, the recruitment campaign drew members from outside the Jindal School of Management, enhancing the club's diversity and reaching a broader segment of the student body.

These events highlighted the valuable networking and career-building opportunities the Real Estate Club offers, appealing to students with various interests. The continued growth and reach of the club reflect its impact in shaping future real estate professionals across campus.



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Quadrant Investments Property Tour

September 11, 2024

The UT Dallas Real Estate Club hosted an exclusive tour of two premier properties developed by Quadrant Investment Properties (QIP) in Dallas. Chaired by Sophie Soto and Katrina Kieu, the event began at 155 Riveredge Drive and concluded at 1333 Oak Lawn Avenue, offering attendees a firsthand look at QIP's innovative approach to commercial real estate development.

Led by industry experts, the tour highlighted QIP's emphasis on quality over quantity, an entrepreneurial spirit, and top-tier service. Participants gained valuable insights into QIP's unique strategies for development, acquisition, and operations. The attendees received a hands-on look into how QIP differentiates itself from other firm – through a detail-oriented approach and a personalized experience. Whether the students were interested in buying, selling or managing properties, this event provided a wealth of knowledge and networking opportunities.



Left front row (left to right): : Victoria Fuenmayor, Jaqleen Phan, Katrina Kieu, Sophia Soto

Left back row (left to right): Jack LeGare, Burham Ozis

Right side (left to right): Thomas Crawford, Gabriela Montano, Alan De Alba

Key takeaway: As Chad Cook emphasized during the event, it's essential to seize opportunities as they come - *"you never know where the next step will take you."*



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Real Estate Club Golf Ranch Social September 12, 2024



The golf social organized by Real Estate Club Community Engagement board member Shrija Chettyapalli and Alumni Relations board member Thomas Crawford was an amazing event for Real Estate Club members, bringing together both undergraduate and master's students for a fun and engaging afternoon. It provided a unique opportunity to not only hone their golf skills but also to network and get to know each other in a relaxed, social setting.

Everyone enjoyed connecting with other club members over some friendly mini competitions, creating a great environment for building relationships. To top it off, everyone gathered around to share slices of pizza, making the event both fun and memorable for all involved!



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Sales Panel Event

September 17, 2024



The Real Estate Club at UTD, led by President Tomas Llano and Recruitment Chair Aura Mosquera, hosted a sales panel event featuring industry leaders from both commercial and residential real estate.

The diverse panel included *(left to right)* Scott Smith Vice President at Weitzman, Grant Pruitt President and Managing Director at Whitebox Real Estate, and Bryan Cave President and Owner of Cave Realty Team. With over 30 passionate students about real estate in attendance, the event provided a unique opportunity for attendees to engage with professionals across different asset classes.



The speakers offered insights into the DFW real estate market, focusing on the impact of technology, industry challenges, and providing practical advice to help students evaluate their sales skills. During the Q&A session, students asked a range of questions to gain further knowledge and clarification on these topics. Following the discussion, attendees had the chance to network with the panelists, building valuable connections and deepening their understanding of the strategies and roles in both commercial and residential real estate. The event provided students with essential knowledge and a strong foundation for their future careers in real estate.








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Weitzman Intern Specialists | Forecast Research

Interns had an active role in performing retail onsite market research around the DFW metroplex to provide valuable data for the Weitzman Retail Forecast conference.

weitzman®	
	Aura Mosquera Market Research Intern Brokerage Dallas
	Jaqleen Phan Market Research Intern Brokerage Dallas
	Noah Bowes Market Research Intern Brokerage Dallas
	Thomas Crawford Market Research Intern Brokerage Dallas
	Tomas Llano Market Research Intern Brokerage Dallas



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Weitzman Office Tour

September 19, 2024



The UTD Real Estate Club hosted an event organized by President Tomas Llano and Recruitment Chair Aura Mosquera at the Weitzman office in Dallas. Over 40 students attended, participating in an office tour and learning about Weitzman's operations. The event featured presentations from Herb Weitzman Executive Chairman, Bob Young Executive Managing Director, Stephanie Toliver COO/CFO, and Blane O'Banion Asset Manager. Each speaker provided valuable insights into the company's approach to commercial real estate, sharing their expertise on how different roles contribute to its success.

The speakers covered a range of topics, including current market trends and the various asset classes Weitzman manages. During the Q&A session, students had the opportunity to ask in-depth questions and gain practical advice on navigating the industry. The event also offered students valuable networking opportunities with the speakers, helping them connect with experienced professionals. This gave participants a deeper understanding of the commercial real estate landscape and how to approach their future careers.



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Lunch And Learn

Dan Bergeron, CPA | Weitzman

September 24, 2024



This private event, led by Tomas Llano, Real Estate Club President, and Vice President of Marketing Yesmine Keopaseut, featured Dan Bergeron from Weitzman. The event provided students with the opportunity to engage in in-depth conversations as Dan shared insights into his daily responsibilities, which include managing a team of 30 accounting professionals and overseeing property accounting, financial reporting, and compliance for Weitzman's statewide operations.

Students asked thoughtful questions covering various topics in real estate, school, and life. The event also served as a fantastic opportunity to bond with fellow students over food, fostering connections that could last a lifetime.



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Real Alumni Happy Hour September 26, 2024

The Real Estate Club at UTD hosted a networking happy hour for REAL's (Real Estate Alumni Leaders) at Fogo De Chao Steakhouse in Addison, Texas. This lively event brought together 50 alumni working in real estate, who earned degrees across various disciplines, to reminisce about the past and discuss current trends.

This event provided an excellent opportunity for Alumni Relations Officer Thomas Crawford and the board members to understand the interests and needs of the alumni community. Many alumni expressed their excitement about reconnecting with the school and showed interest in returning to campus to offer opportunities to both students and other alumni.



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UTD Alumnus Stephen Brusniak speaks to REAL/FIN 4328 undergraduate students October 1, 2024

UTD REAL (Real Estate Alumni Leader) Stephen Brusniak, Director of Property Tax Services, spoke to the Professor Daniel Zale's Real Estate Valuation capstone class (REAL/FIN 4328) at the Herbert D. Weitzman Institute for Real Estate, UT Dallas. As a UTD alumni and returning guest speaker, Stephen has truly refined his presentation in a way that not only captures and maintains the students' attention, but also clearly explains the most important elements of real estate taxation!



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NTCAR ½ Day Commercial Real Estate Shadowing October 2, 2024

Members of the Real Estate Club at UTD had the unique opportunity to shadow industry leaders from the North Texas Commercial Association of Realtors for half a day. These leaders represent some of the top firms in the industry, including:

Venture Commercial, CivTech, Catalyst, Herrin Commercial Real Estate, REATA Commercial Realty, Bradford, Newmark, Ryan Companies US, Northern Trust, Fischer, William Roth, MODD Real Estate, LiNC Commercial Realty, SVN Veler Commercial, Edge Realty Partners, M&D Real Estate Group, JLL, Colliers International and Hudson Peters Commercial.



This experience allowed students to gain firsthand insights into the daily operations and responsibilities of professionals in the commercial real estate sector. It was an invaluable opportunity for students to learn from experienced mentors, ask questions, and build connections that could benefit their future careers.



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JSOM III Groundbreaking October 8, 2024

Exciting progress is underway
The University of Texas at Dallas

JSOM III



*(left to right): Professor Julie Lynch and Mike Duke
REAL Alum*

*(left to right): Jorge Leal UTD alum, Professor
Julie Lynch and Greyson Morgan UTD alum*

Our leaders, supporters, students, and alumni have broken ground on a new 125,000-square-foot third addition to the Naveen Jindal School of Management, UT Dallas. This \$98 million project, set to be completed in May 2026, will include the school's undergraduate and executive education programs, a new AI lab, the business communications program, and more.

This expansion reflects the remarkable growth of the Naveen Jindal School of Management, UT Dallas, and will create new opportunities for generations of students to come!



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CREW Career Panel

October 10, 2024



(left to right): board member moderators Jaqleen Phan & Katrina Kieu, and panelist Nadji Rafaty, Erica Dotras, Cathy Janke, and Alena Dizdari

Empowering Women in Commercial Real Estate!

Real Estate Club Board members Jaqleen Phan and Katrina Kieu organized and moderated a panel discussion featuring a diverse array of women from CREW, each with different areas of expertise. The panel included:

- **Najdi Rafaty**, Principal Broker at LiNC Commercial Realty
- **Erica Dotras**, Commercial Real Estate Attorney from Mullin PC
- **Cathy Janke**, Senior Vice President of Fifth Third Bank
- **Alena Dizdari**, Project and Business Development Manager of ARCO/Murray

The discussion was rich with insightful thoughts, humorous memories, and valuable advice for students interested in commercial real estate. The panelists shared their experiences in the industry, explained their roles in commercial real estate transactions, and provided practical advice.

Towards the end of the presentation, the hosts and Professor Julie Lynch encouraged students to apply and get involved in CREW to network with others in the local community. After the panel, students stayed behind to mingle with their peers and the panelists. For many, it was a heartwarming and encouraging experience, showcasing the potential and success of women in the DFW market.



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Real Estate Club Golf Ranch Social October 17, 2024

Shrija Chettypalli, Community Engagement REC board member, organized the Real Estate Club's golf social at the Golf Ranch in Richardson, TX. The event provided a fantastic opportunity for members to connect while enjoying a fun day on the course. Small teams were formed, sparking friendly competition as members took part in various golf games. Pizza was available, adding to the casual and lively atmosphere. As teammates cheered each other on, it became a great way to break the ice and get to know each other better. The event was filled with laughter and friendly rivalry, making it a memorable and enjoyable day for everyone involved.



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Northmarq Rotational Event

October 22, 2024

The UTD Real Estate Club held an engaging Northmarq Rotational Event, hosted by Recruitment Chair Aura Mosquera and co-hosted by President Tomas Llano. This unique event allowed over 40 students to interact closely with professionals from Northmarq, a leading national firm specializing in commercial real estate debt, equity, investment sales, loan servicing, and fund management across multifamily and commercial asset classes.

The event featured insights from top leaders at Northmarq, including: Jay Donaldson, President; Deon Gree, VP Producer in Debt and Equity; Charles Hubbard, VP in Investment Sales; and Daryl Wilson, Manager of Loan Servicing

Each speaker presented their perspective on a case study and provided valuable insights into their respective roles and Northmarq's approach to navigating the complex landscape of commercial real estate.

The rotational format allowed students to engage in meaningful conversations with each speaker, offering a well-rounded understanding of various facets of the industry. This event provided an exceptional platform for students to build industry connections and deepen their understanding of commercial real estate.



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ULI DFW NEXT

DFW Real Estate Outlook – Trends, Insights and Market Opportunity

October 24, 2024



Ollie Chandhok, Market President & Publisher at the Dallas Business Journal, moderated an informative and interactive ULI Dallas-Fort Worth panel discussion on the DFW real estate outlook, trends, insights and market opportunities. Julie Lynch, Director of the Herbert D. Weitzman Institute for Real Estate, UT Dallas, was honored to serve alongside other industry leaders discussing the unprecedented economic record highs and lows while Bill Kitchens of CoStar focused on the evolving office segment, and Kimberly Byrum (formerly Fiala) from Zonda reported on the continued growth in the multifamily and resident trends.

During Julie's introduction, she spotlighted the growth in the online graduate Real Estate Investment Management and undergraduate Real Estate Finance concentration programs Naveen Jindal School of Management, UT Dallas as well as all development occurring at The University of Texas at Dallas.



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IREM Case Competition October 25, 2024



(left to right): Tommy Cherucheril, Andrew Nguyen, Franklin Avera, Jaqleen Phan and Kiana Razdar

Congratulations to our UTD students for winning 1st Place in the IREM Case Competition!

We're incredibly proud of our team Andrew Nguyen, Franklin Avera, Jaqleen Phan, Kiana Razdar, and Tommy Cherucheril for taking home the top prize! Stephanie Howard, Federal Home Loan Bank of Dallas, and Kendra Magers, Western Rim Property Services, Inc. were IREM Team Coaches who help UTD's team to victory as well as Professor Julie Lynch who is the Director of the Herbert D. Weitzman Institute for Real Estate . This marks UTD's third win in four years and the second consecutive year as winners.

The competition, held by the IREM Dallas Chapter in Granite Park, challenged teams to create a comprehensive management plan for an industrial property located at 1170 109th Street in Grand Prairie, Texas.



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REAL (Real Estate Alumni Leader) Speaker Engages Grad Students in Real Estate Markets and Investments October 29, 2024

Special thanks to Real Estate Alumni Leader (REAL) Noah Harness from Invitation Homes for sharing his expertise during Professor Lynch's "Real Estate Markets and Investments" online graduate course from the Real Estate Investment Management concentration UT Dallas!

Invitation Homes (IH) boasts an impressive \$10B portfolio of 110,756 rental homes. Noah's insights into IH's investment strategy were invaluable for our students as he walked them through a mini case study giving a hands-on perspective on real estate investment market research and decision making.



Students were then given the opportunity to underwrite two investment rental home communities to build their market research and analytical skills to present their recommendations the following week. Noah and Julie Lynch were actively engaged during the presentations providing developmental instruction and feedback. Ultimately, the class unanimously selected the same community as a viable investment based on their conclusive research.



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First-Gen Sales Panel

November 5, 2024



On November 5, 2024, the UTD Real Estate Club hosted the First-Generation Sales Panel event, a unique collaboration with ALPFA, the Association of Latino Professionals for America. Organized by President Tomas Llano and co-hosted by Recruitment Chair Aura Mosquera, this event featured three inspiring first-generation American professionals: Maisam Naqvi, Real Estate Private Equity, Hudson Advisors; Guillermo López, Retail Brokerage, Weitzman; and Mia Ureña, Transaction Manager, Venture Commercial.

With an audience of 35 students, the panelists shared their journeys, discussing both the challenges and successes they encountered as first-generation Americans in the commercial real estate industry. Each speaker provided insights into their unique experiences, offering valuable advice on navigating the field, building resilience, and achieving success. The event offered students a meaningful opportunity to connect with professionals who understand the distinct perspectives and aspirations of first-generation Americans, creating an enriching experience for all attendees.



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Dogwood Commercial Lunch And Learn November 7, 2024

UTD students gather for a Lunch and Learn session led by Real Estate Club Vice President Alejandro Becerra with Scott Eiting, Senior Vice President, Retail Acquisitions & Operations, and Ben Appleby, Co-Founder & CEO, discussing the history and investment theories of Dogwood, as well as a detailed dive into the various departments that make up the company's operations in a real estate transaction.

Students enjoyed the casual yet informative environment of the event. The speakers shared case studies explaining various asset acquisition strategies, particularly in the retail sector. Throughout the presentation, Ben and Scott shared many insights on how students can acquire experience in the real estate sector and other related career advice that ultimately gave students confidence!



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Thirsty Thursday November 7, 2024



Real Estate Club Community Engagement board member Shrija Chettyalli organized this Thirsty Thursday event which helped create a relaxed atmosphere where members could connect informally. Held at a local venue, it featured light appetizers, allowing people to mingle comfortably over shared snacks. This informal setting encouraged open conversations among members, helping them get to know one another beyond academic and professional contexts. Many members shared personal experiences and career aspirations, which fostered new friendships and connections.



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ARGUS Workshop November 9, 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 graduation to prepare students and graduates for the workplace.

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



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Cushman & Wakefield Lunch And Learn

November 14, 2024

The UTD Real Estate Club hosted the Cushman & Wakefield Lunch & Learn, featuring Ashley Allen UTD REAL and Associate Director, and Jack Nye Director, from Cushman & Wakefield, a global leader in commercial real estate services operating in 60 countries. Organized by REC board members Recruitment Chair Aura Mosquera and co-hosted by Shrija Chettyalli, the event offered students valuable insights into the real estate industry.

Allen and Nye shared their expertise in property management and asset services, providing an in-depth look at the strategic and operational aspects of managing commercial real estate and maximizing asset value. They emphasized the importance of innovation, adaptability, and problem-solving in these roles.



The speakers also shared practical advice for students entering the field, encouraging them to network, seek hands-on experience, and develop strong communication skills.

The event concluded with a dynamic Q&A session and networking opportunities, leaving students inspired and better prepared for careers in commercial real estate.



Herbert D. Weitzman
Institute for Real Estate



CBRE Finance Rotational Event November 19, 2024

The UTD Real Estate Club hosted the CBRE Rotational Event, featuring top professionals from CBRE: Omar Luna (UTD REAL), Merrin Tao, Jad Charif, Sai Teja Sunkara (UTD REAL), and Alaina Brodsky. Organized by REC board members, Vice President of Communication Komal Chakravarthula and co-hosted by Alumni Chair Thomas Crawford, the event offered students valuable insights into the finance sector of real estate.

The event began with networking between students and the speakers, followed by rotation sessions. This format allowed students to engage in personalized conversations and gain valuable insights into various career paths from the CBRE speakers.



The speakers also shared practical advice for students entering the field, encouraging them to network, seek hands-on experience, and develop strong communication skills.

The event concluded with additional networking opportunities, leaving students inspired and better prepared for careers in commercial real estate.



**Herbert D. Weitzman
Institute for Real Estate**



Lunch and Learn Scott Horn and Susan Tierney November 20, 2024



REC board members Alejandro Becerra Vice President and Victoria Fuenmayor Content Creator organized and hosted a Lunch and Learn event featuring Scott Horne, attorney and real estate expert, and Susan Tierney, real estate investor from Horne & Associates. With approximately 15 students in attendance, they shared valuable insights into their successful real estate careers, highlighting critical moments in their journeys.

The event included a presentation on four real estate investment strategies: Wholesaling, Fix and Flip, Buy and Hold, and Owner Financing. Horne and Tierney explained how these strategies work and why Owner Financing is their preferred method, providing an in-depth comparison of its advantages and disadvantages. They also discussed how they started with Owner Financing and offered practical advice for students interested in pursuing this investment model.

Scott Horne, who has purchased, rehabbed, and sold over 3,750 homes and taught Owner Financing nationwide, shared his wealth of knowledge gained from over 30 years of legal and real estate experience. The session motivated students to explore real estate investing and gave them a clearer understanding of how to get started in the field.



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Institute for Real Estate





UTD Real Estate Alumni Leader (REAL) Holiday Happy Hour and Charity Event December 4, 2024

The Real Estate Club at UTD wrapped up the year with a festive Alumni Happy Hour and Charity Event, hosted by Alumni Relations REC board member Thomas Crawford. Held at Neighborhood Services, the event brought together REALs (Real Estate Alumni Leaders) in a warm and inviting private room, where attendees enjoyed appetizers, cocktails, and the company of other real estate enthusiasts.

Embracing the spirit of giving, guests were encouraged to bring toys for the Toys for Tots charity drive. Thanks to their generosity, the event collected approximately 40 toys, spreading joy to children in need this holiday season.

The lively crowd and cheerful atmosphere made for a memorable evening, as attendees mingled, networked, and reflected on the joys of this year and the prospects of the next.



**Herbert D. Weitzman
Institute for Real Estate**



Real Estate Club Transition Meeting

December 8, 2024



*(left to right):
1st row Sophie Soto, Jaqleen Phan, Yesmine Keopaseut*

2nd row: Alejandro Becerra, Tomas Llano, Komal Chkravarthula, Sophie Umbarger, Jack LeGare, David Salazar, Keira Cruz, Aura Mosquera, Thomas Crawford

The Real Estate Club wrapped up the fall 2024 semester with a transition meeting, where four officers stepped down and four new officers joined the board. The club experienced a significant increase in membership and social media activity throughout the semester.

- Membership has increased 43% from 610 to 875.
- GroupMe membership increased 47% from 710 to 1050. This includes UTD students and alumni. Many alumni post articles, job/internship opportunities, etc. on GroupMe and interact with students when they have real estate questions.
- Instagram membership increased 51% from 430 to 650.



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The Real Estate Club Fall 2024 Officers

Tomas Llano, President

Alejandro Becerra, Vice President

Yesmine Keopaseut, Vice President - Marketing

Komal Chakravarthula, Vice President - Communications

Jaqleen Phan – Newsletter

Thomas Crawford – Alumni Relations

Aura Mosquera – Recruitment

Sophie Soto – Website

Shrija Chettypalli – Community Engagement

Victoria Fuenmayor – Content Creation

Katrina Kieu – Social Media

Alejandro Becerra, Yesmine Keopaseut, Victoria Fuenmayor and Katrina Kieu are stepping down from the board to pursue exciting new opportunities.

Your dedication and hard work on the Real Estate Club have truly made a huge difference. We wish you all the best in your future endeavors.



(left to right): Alejandro Becerra and Yesmine Keopaseut. Not pictured Katrina Kieu and Victoria Fuenmayor

The Real Estate Club Spring 2025 Officers

Tomas Llano, President

Komal Chakravarthula, Executive Vice President

Aura Mosquera, Vice President - Communications

Sophie Soto, Vice President – Marketing

Jaqleen Phan – Newsletter

Thomas Crawford – Alumni Relations

Jack LeGare – Recruitment

David Salazar – Website Management

Shrija Chettypalli – Social Media

Sophie Umbarger – Internal Affairs

Keira Cruz – Content Creation



Welcome to four incoming board members! *(left to right): Sophie Umbarger, Jack LeGare, David Salazar, and Keira Cruz*



**Herbert D. Weitzman
Institute for Real Estate**





Herbert D. Weitzman
Institute for Real Estate

RESUME BOOK CAREER CANDIDATES

Full-Time Positions

FALL/WINTER 2024



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Institute for Real Estate

BROKERAGE

Career Candidates
Full-Time Positions

FALL/WINTER 2024

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

Bachelor of Arts, Technology and Emerging Communications

August 2020 – May 2024

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

FREDERICK AMOAKO APPIAH

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

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

University of Texas at Dallas Richardson, Texas, USA
Student Assistant

January 2023 – Present

- Assist students with finance concepts and modeling techniques, providing guidance on financial analysis and software usage

Finance Lab Equity Research Project

- Conducted in-depth equity research on Birkenstock, analyzing financial data using Excel, Tableau Desktop and predicted a drop in stock price from \$62.44 to \$47.99, which at the time of presentation was \$49.25
- Utilizing PowerPoint, delivered presentation showcasing financial models, market trends, and pricing analysis that drew wide engagement from audience

Private Equity Class LBO Project

- Performed an LBO analysis on G-III Apparel, utilizing complex Excel financial Models, S&P Capital IQ, Bloomberg Databases and innovative solutions to attain a base case IRR of 19%

Sage-Art Properties, Accra, Ghana

February 2021 – December 2022

CEO / Business Development Manager

- Engineered a customer targeting index that boosted customer return contact by about 50%
- Architected a property database that streamlined client-property matching, slashing search costs by about 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 about 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
- 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

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

Tommy Cherucheril

Frisco, Texas, 75035; (214) 783-1403; tcheru07@gmail.com
<https://www.linkedin.com/in/tommycherucheril/>

PROFESSIONAL SUMMARY

Motivated finance student with a strong background in investment banking and real estate. Incredible work ethic, very coachable, and high attention to detail. Skilled in financial modeling, real estate underwriting and acquisition, contract structuring and negotiation, and client interaction. Seeking an internship opportunity to gain hands-on finance experience whilst applying current skill set to make positive contributions to the team.

EDUCATION

The University of Texas at Dallas

December 2025

Bachelor of Science, Finance (Real Estate Finance Concentration)

GPA 3.4 (3.62 last 3 semesters)

Relevant Coursework: Investment Management, Financial Management, Financial Modeling, Real Estate Principals, Business Finance, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, IT for Business, etc.

PROFESSIONAL EXPERIENCE

The Vant Group, Dallas, TX

September 2024 – Present

Investment Banking Analyst Intern

- Assisted in financial modeling and analysis for mergers and acquisitions engagements
- Drafted and finalized supportive marketing materials for clients such as executive summaries, confidential information memorandums, etc.
- Assisted Managing Directors with ad hoc tasks related to their deals

Shaddock Homes, LTD, Plano, TX

May 2024 – August 2024

Land Acquisitions Summer Analyst

- Conducted detailed underwriting for two acquisitions valued over \$100MM by preparing forecasts, pro forma quarterly income and cash flow statements, and vertical construction pro forma models
- Produced comparative market analyses to evaluate market trends and property values by collecting data for over 1000 new home builds across DFW in order to develop pricing strategies
- Researched geographic trends, market conditions, and competitor pricing to create compelling data visualizations and presentations to propose land acquisition recommendations to upper management

Beam Real Estate, LLC, Flower Mound, TX

April 2023 – Present

Licensed Texas Realtor

- Closed or currently executing a total of over \$2 million in residential real estate transactions this year
- Guided home buyers and sellers through sales and purchases of properties, advising on market conditions, prices, mortgages, legal requirements, and related matters
- Coordinated property closings, overseeing the document signing and fund disbursement

ORGANIZATION EXPERIENCE

Real Estate Club at UTD, IREM Case Competition Team

September 2024 – Present

- Won 1st Place at the 2024 IREM Dallas Case Competition after being selected to represent the University of Texas at Dallas.
- Gained experience in real estate financial underwriting and pitching commercial real estate investments to judges

Beta Chi Theta National Fraternity, Inc., Social Chair

December 2022 – Present

- Negotiated contracts with venue owners to organize events
- Recruited new members and arranged recruitment events, increasing recruitment by 40% in 2023

ADDITIONAL INFORMATION

Skills: ARGUS Enterprise, Microsoft Suite, Tableau, SQL, Adobe Creative Cloud, NTRIS

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

Agustin Chouza

Dallas, TX | agchouza@gmail.com | 832-904-9671 | <https://www.linkedin.com/in/agustinchouza/>

EDUCATION

The University of Texas at Dallas, Naveen Jindal School of Management

Dallas, TX

Bachelor of Science, Finance with Real Estate Investment Management Concentration

Dec 2024

- **Clubs and Societies:** Golf Club, Real Estate Club, Chi Phi Fraternity.

PROFESSIONAL EXPERIENCE

Project Destined

Dallas, TX

Commercial Real Estate Intern, Invesco

Sep 2024 - Present

- Participated in the evaluation of a live real estate deal involving the development of a mixed-use asset in Dallas, TX.
- Prepared and presented an investment memo to real estate professionals from Invesco and other real estate firms.
- Worked with professionals at Invesco to build 10-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates.

Credible Labs.

Durham, NC

Loan Operations Intern

May 2024 - Aug 2024

- Managed the seamless processing of \$6.3 million within the team's \$65 million total loan volume, ensuring timely and accurate delivery to partner lenders.
- Conducted detailed lender accreditation using Excel, resolving discrepancies between internal and partner lender reports to ensure accurate credit for completed applications.
- Generated and maintained daily, weekly, and monthly revenue reports, providing essential data for the business intelligence team to facilitate accurate invoicing for lenders.

Aimbridge Hospitality

Plano, TX

Operations Agent

Oct 2023 - Jan 2024

- Created regular reports, providing insights into occupancy rates, revenue per available room, and other key performance indicators.
- Served as the link between clients and the finance office to resolve billing inquiries and ensure accurate invoicing.
- Designed and implemented a data-driven daily cleaning schedule, optimizing housekeeping resources and enhancing overall guest satisfaction.

Vejarano & Calderón

Madrid, ESP

Investor Outreach & Database Management Intern

Jun 2023 - Aug 2023

- Analyzed market trends and investor preferences to refine outreach strategies, resulting in an increase of positive responses from potential investors.
- Employed careful attention to detail in creating 1000+ investor profiles, ensuring accurate and up-to-date information for efficient outreach efforts.
- Actively contributed to internal discussions, sharing insights gained from interactions with investors, which informed the firm's strategic decision-making process.

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

Real Estate Club at UT Dallas

Dallas, TX

Active Member

Aug 2022 - Present

- Participated in networking events and meetings with real estate professionals to gain insights and build connections with potential employers and clients.
- Conducted extensive market research and analysis to identify opportunities and trends in the real estate industry, including property values, rental rates, and market demand.

Student Government at UTD

Dallas, TX

Student Senator

May 2022 - May 2023

- Facilitated communication between students and staff by being an active voice for the student body.
- Contributed to 37 policy modifications and new ideas for campus improvement.

ADDITIONAL INFORMATION

Computer: Intermediate to advanced proficiency using Microsoft Suites (Excel, PowerPoint, Outlook)

Licenses & Certifications: Master Microsoft Excel, Real Estate Financial Modeling Bootcamp by Justin Kivel

Languages: Fully bilingual in Spanish and English (speaking, reading, writing, and listening comprehension)

Interests: Golf, Downhill Ski, Mountain Climbing, Soccer (Real Madrid), Formula 1 (Checo fan)

Dan Dolan, P.G.

972.454.0130 ; Thomas.Dolan@utdallas.edu

www.linkedin.com/in/DFWdandolan/ ; www.dandolan.fathomrealty.com

EDUCATION

The University of Texas at Dallas | Active member in *The Real Estate Club at UTD*

December 2025

M.Sc. Geographic Information Systems ('24) | Remote Sensing ('25) | Geospatial Intelligence ('25)

GPA 3.9

LiDAR Project Management Automation by uploading construction-site point-cloud into a GIS

1400 Firebird 7.5 acres Cost & Suitability Analysis for Urban Development Design

The University of Arkansas | (SGE) Earth Science Honor Society, (AAPG) Student Chapter President

December 202

B.S. Earth Science ('12), B.S. Geology ('13), B.A. Geography ('13), M.S. Geology ('14)

GPA 3.8

PROFESSIONAL PROFILE - CERTIFICATIONS, TECHNICAL & SOFTWARE SKILLS

Professional Geoscientist(P.G.15292), LPST Project Manager (#0000777), & Licensed Realtor (#757538)

ENVIRONMENTAL, CONSTRUCTION, COMMERCIAL REAL ESTATE BUSINESS EXPERIENCE

Professional Skills
Software Skills

National Association of Realtors, 40-Hr HAZWOPER, TBPG, TCEQ
ESRI – ArcGIS, ERDAS, QGIS, Quire, ProCore, Petrel, Petra, SMT Kingdom

APEX GEOS Investments, (Series-LLC.) | ROCKS & Real Estate **ROCKS Real Estate Services, PLLC.** | Richardson, TX

Professional Geoscientist, Project Manager, & Environmental Realtor Consultant in CRE **risk due diligence**

- k h U O# **May 2020-Present**
- *1Financing Experience for FHA, conventional, HELOC, DSCR, & Ground-Up Construction
- h flow-line 'Chau' 'you' 'ou'
- # ed with CRE developers on land use feasibility study risk assessments, facilitating projects >\$10 MM
- *3Directed Environmental compliance regarding landfills, water wells, storm water (SWPPP)
- *3Conducted soil & water testing, ensuring compliance for commercial & industrial projects
- *3Specialized in managing ESA Phase I/II, Property Condition Assessment (PCA) for minimized capital risk
- *3Project Manager subsurface consultation on environmental remediation for Affected Property Assessment (APAR)

Home Elevator of Texas, Farmers Branch, TX | DFW Sales, Office, and Project Manager

Residential & Commercial projects for everything elevating in North Texas

February 2022 - June 2023

- Elevator-aid to architects, builders, and contractors for project completion
- Managed Sales, Project Management, Scheduling, and Installation to Service
- Increased sales by 43% in 1st year and built Project-Management Skill-set
- Data mapping of industry to target the best customer base using tapestry segmentation thus increasing ROI

Denbury Resources Inc. | Plano, TX | Business Unit CCS Development Operations Geologist

January 2015- July 2020

- Led geospatial mapping for critical decision-making considerations in real estate development.
- Supervised economic lease analysis aligning with property valuation and investment analysis for CRE.
- Recommended lease expiration & development strategy for negotiating property deals maximizing profitability.
- Resolved operational issues using technical data, akin to asset management challenges & land use optimization.

PROFESSIONAL CERTIFICATIONS

(NAR) National Association of Realtors

March 2021

- Licensed Realtor# 0757538

Champions School of Real Estate, LTD

- Real Estate Marketing, Real Estate Investment, Real Estate Brokerage

March 2023

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

AARIZ RAZA KHAN

Northlake, TX, 76226; (469) 922-8787; ark230004@utdallas.edu; www.linkedin.com/in/aariz-raza-khan

EDUCATION

The University of Texas at Dallas - Dallas, TX, USA <i>Master of Science, Finance (Real Estate Track)</i>	Jan 2024 – Dec 2025 GPA 3.7/4
University of Management and Technology - Lahore, Pakistan <i>Bachelor of Science, Economics</i> Dean's Excellence Scholarship Study Abroad: Semester Exchange Program, NEIU - Chicago, USA Study Abroad: Summer Program, LSE-PKU - Beijing, China	Oct 2016 – Oct 2021 CGPA 3.8/4 Jan 2019 – Jun 2019 Jul 2018 – Aug 2018

CERTIFICATION AND TECHNICAL SKILLS

Certification: CFA Level 1 Passed, Bloomberg Market Concepts (BMC), LSEG, FactSet
Finance and Statistics: Financial Modelling, Valuations, Research, Investment Analysis, Report Preparation, Technical Analysis, Fundamental analysis, Financial Management, Presentation, Accounting, Real Estate Appraisal
Software and Database: Argus Enterprise (Anticipated), Advance Expertise in Microsoft Office, Bloomberg Terminal, S&P Capital IQ, SPSS, Power BI, R, LSEG Workspace, FactSet

WORK EXPERIENCE

IGI Finex Securities Limited - Karachi, Pakistan Equity Research Analyst	Jan 2022 – Sep 2023
<ul style="list-style-type: none">Generated investment reports that increased the research department output by 30% by expanding the investment research coverage to the banking and cement sectors, as well as the broader economyBuilt and updated financial models, increasing the companies under coverage by 20%Communicated daily morning news briefings and monthly market presentations on Zoom to the investors and management team and helped increase their attendance rate by 40%Established strong customer relationships and provided guidance for informed investment decisions	
Askari Bank Limited - Karachi, Pakistan Investment Banking Intern	Sep 2021 – Dec 2021
<ul style="list-style-type: none">Assisted in Underwriting the Commercial Real Estate, Cements, and Steel sectors, supporting the team members to accelerate syndicated loan approvals by 30% through assisting in listing, origination, structuring, and concluding debt instrumentsConducted due diligence and analyzed financial statements and models to verify and analyze credit applications, assisting the bank in achieving a monthly target of \$350 million worth of debt instrument portfolioMaintained relationships with institutional partners and corporate clients in syndicated transactions	
Foundation Securities - Karachi, Pakistan Equity Research Analyst Intern	Aug 2017 – Sep 2017
<ul style="list-style-type: none">Assisted analysts in proofreading the investment reports for errors and suggestions and helped the department to increase its productivity by 15%Managed the preliminary work of analysts by extracting and communicating key financial data, resulting in a 20% increase in reports generation	

ADDITIONAL INFORMATION

Accomplishments: *Symposium Presentation on United States Economic Outlook in Chicago:* outstanding research award (NEIU, Chicago, USA, 2019). *National Scrabble Championship* (2nd Runner Up, F Category, PSA, Karachi, Pakistan)

Extracurricular: Student Assistant at Finance Lab (JSOM, UTD, Dallas, USA), Active Real Estate Club Member 2024-2025 (UTD, Dallas, USA), Report Writing at All Pakistan Business Forum 2017 (Volunteer Service, APBF, Lahore, Pakistan), Ignite 2015 (Marketing Manager, FPS, Karachi, Pakistan)

Projects and Thesis: Equity Research and Valuation Project on Netflix (UTD, 2024), Financial Analysis on Big 4 U.S Oil Refining Companies (UTD, 2024), Pakistan Economy, Determinants and Asymmetric Effects (Thesis, UMT, 2022), Investment Research on Telecommunication Companies in the USA (Verizon, AT&T, and Sprint), Energy Stress on Balance of Payments (UMT, 2018)

Languages: English (fluent), Urdu (fluent), Hindi conversational (fluent), Spanish (Basic), Chinese-Mandarin (Basic)

Eligibility: Eligible to work in the US for internships and full-time positions without sponsorship

CAELAN KONGANDA

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

EDUCATION

The University of Texas at Dallas, Richardson, TX

December 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

Highland Park High School, Dallas, TX

August 2016 - May 2020

Highland Park Men's Golf Team, Bronze Presidential Service Award

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.
- Ensured financials supported investments under \$10M with ROI and CAP rates 6%+ outlined in underwriting assessments.
- Leveraged Appfolio to audit leases for 15+ retail centers ensuring accuracy.

Medical City Healthcare, Dallas, TX

November 2022 – June 2023

Finance Intern

- Managed month-end close processes including journal entry posting and balance sheet reconciliations.
- Reviewed contracts to ensure compliance with ICC and SOX standards, utilizing eRecon and HOST for accurate invoice coding and documentation across Microsoft platforms.

Texas Tech University Psychology Department, 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

January 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

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

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Jacob Phillips

713-204-5802 | Austin, TX | jacob@houstonmail.net
[linkedin.com/in/jacob-phillips-878152216](https://www.linkedin.com/in/jacob-phillips-878152216)

EDUCATION

University of Texas - Dallas

MBA, Concentration in Real Estate

GPA: 3.67

Current – May 2025

Texas A&M University

B.S., Animal Science

GPA: 3.69

Honors, Cum Laude

September 2019 - December 2022

Alvin Community College

Associate of Arts

GPA: 3.59

Cum Laude

May 2019

PERSONAL ACHIEVEMENTS

- Eagle Scout
- Black Belt in Karate
- Aggie

BUSINESS EXPERIENCE

Inertia Properties LLC

Investment Partner/Remodel Manager

Houston, Texas

January 2020 - Present

- Deal discovery, investment analysis, scopes of work, contractor communication, and exit strategy planning
- Long-term rental management and continued improvement for short-term rental
- Independently designed Aggie Fan Cave Airbnb in College Station resulting in 100% increase in revenue

Lifestyles Unlimited Inc.

Member Service Representative, Member

Irving, Texas

March 2023 – July 2023

- Generated attendance for local and national seminars, expos, and field trips through telecommunication
- Set up for events, supported streaming events, and assisted attendees with issues, questions, and purchases
- Ensured a positive, helpful face of the company was always conveyed which improved our brand image
- Continued education on residential and commercial real estate investment
- Earned accreditation as a Sophisticated Investor

Galveston Sea Ventures

Deckhand/First Mate

Galveston, Texas

Summers of 2017-2019

- Operated commercial and private charter fishing trips
- Stocked boat before sunrise, greeted customers, baited hooks, landed fish, cleaned fish, and cleaned the boat
- Prided myself on having a spotless boat every day and the experience to catch help catch anything that swims

SKILLS

Strong Understanding of Integrity, Positive Attitude, Optimism, Analytical, Honesty, Ethical Dedication to Task Completion, Feedback Adaptation, Telecommunication, Leadership, Capable in Excel, Microsoft Office, Market and Financial Analysis, Strategic Decision Making

Benjamin Seider

Richardson, TX, 75081; 972-602-5476; btseider@gmail.com
<https://www.linkedin.com/in/benjaminseider/>

EDUCATION

The University of Texas at Dallas

B.S., Business Administration (Real Estate Investment Management)

Comet Transfer Scholarship

Dean's List

Graduation December of 2024

GPA 3.88/4.00

RELEVANT COURSES

- Real Estate Finance and Principles
- Real Estate Law and Contracts
- Real Estate Valuation
- Principles of Marketing
- International Business
- Supply Chain and Operations Management
- Purchasing and Sourcing Management

EXPERIENCE

American Communities, Plano, TX

May 2024 – August 2024

Property Operations Intern

- Assisted in training new staff
- Identified, analyzed, and recommended changes to leadership regarding property concerns
- Utilized software programs to manage all aspects of properties

First Baptist Church of Richardson, Richardson, TX

September 2022 – May 2024

Activities Center Manager

- Trained and scheduled staff to work open gym hours
- Negotiated, created, and managed rental contracts to create steady income for the organization
- Utilized software programs to schedule events, manage gym memberships, and send invoices
- Reviewed/submitted payroll

First Baptist Church of Richardson, Richardson, TX

June 2020 – May 2024

Maintenance Worker

- Created Excel inventory sheet to track tools owned by the organization increasing work efficiency
- Performed property maintenance and upkeep

VOLUNTEER EXPERIENCE

First Baptist Church of Richardson, Richardson, TX

August 2017 – Present

- Retreat and camp leader for 7th-12th grade students
- Unloaded and organized food products for monthly food drives
- Worked with Feed My Starving Children to pack meal bags for children

SPIARS Cares, Plano, TX

September 2023 – Present

- Worked with Sleep in Heavenly Peace to build beds for children

ADDITIONAL INFORMATION

Technical Skills: Microsoft products (Excel, PowerPoint, Word, Outlook), Tableau, Yardi, Blue Moon

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



Herbert D. Weitzman
Institute for Real Estate

FINANCIAL ANALYST

Career Candidates
Full-Time Positions

FALL/WINTER 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	May 2025
Master of Science, Management Science (Real Estate Concentration) Dean's Excellence Scholarship Nash Leader <i>Relevant Coursework: Financial Modeling, Real Estate Finance, Project Management, Business Analytics, Statistics</i>	
National Institute of Technology Calicut , Kozhikode, India	May 2023
Bachelor of Technology, Computer Science and Engineering	

AWARDS & HONORS

SIOR Commercial Real Estate Scholarship , Society of Industry and Office Realtors (SIOR)	June 2024
Beck Group Fellowship for Real Estate , UT Dallas Naveen Jindal School of Management	June 2024

PROFESSIONAL EXPERIENCE

KanTime , Plano, Texas	May 2024 – Present
<i>Technical Product Manager Intern</i>	Aug 2024 – Present
<ul style="list-style-type: none">Conducted competitor analysis and authored a 20-page feasibility study, identifying 3 new product opportunities for clinical decision support features.Networked with 100+ industry professionals at a user conference, participated in 5 product development workshops, and generated 3 new product ideas, establishing connections with 10 prospective users.	
<i>Data Analyst Intern</i>	May 2024 – Aug 2024
<ul style="list-style-type: none">Compiled and analyzed 100K rows of Medicare data from 50 states using Excel VBA and SQL and created interactive data visuals using Tableau to develop state-specific payer program dashboards.Developed an ML model using machine learning algorithms on 500+ patient records, predicting hospitalization risk.	
Apollo Hospitals , Kochi, India	May 2023 – July 2023
<i>Finance Analyst Intern</i>	
<ul style="list-style-type: none">Conducted financial analysis on six high-volume orthopedic surgeries on MS Excel, utilizing LOOKUPS, and pivot tables, optimizing surgery fee packages to increase profit margins by 15%.Created data visualizations and dashboards to display information creatively to senior leadership, reducing reporting time by 30% and improving client comprehension of KPIs.	
Oracle , Hyderabad, India	May 2022 – July 2022
<i>Applications Development Intern</i>	
<ul style="list-style-type: none">Collaborated with stakeholders to gather requirements, create documentation, and test a HCM chatbot system, resulting in a successful launch with zero critical errors.Developed a project plan on Smartsheet and facilitated weekly team meetings to ensure timely project completion, reducing development time by 20% compared to estimates.	
Family Real Estate Business , Kochi, India	May 2020 – April 2022
<i>Commercial Real Estate Analyst</i>	
<ul style="list-style-type: none">Transformed real estate operations through Excel-based data analysis and digital tools, identifying discrepancies in financial models and improving transparency.Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.Interacted with clients in due diligence processes and conducted 15 site tours to understand needs and present solutions, leveraging strong communication skills to build trusted advisor relationships.	

PROJECT EXPERIENCE

Supermarket Data Analytics: Optimizing Operations through Advanced SAS Analysis	January 2024 – May 2024
<ul style="list-style-type: none">Analyzed US supermarket chain data using SAS Enterprise Miner, applying market basket analysis, customer segmentation, and regression modeling on 50+ branches and 7,500+ transactions.	

SKILLS/CERTIFICATIONS

Certified Associate in Project Management (CAPM) , Project Management Institute	January 2024
Excel Financial Modeling , Herbert D. Weitzman Institute for Real Estate	April 2024
ARGUS Workshop , Herbert D. Weitzman Institute for Real Estate	May 2024
<i>Skills:</i> ARGUS, Excel, VBA, Visio, PowerPoint, SAP, SAS, Tableau, PowerBI, Adobe Suite, Python, SQL, HTML, CSS, Java, React, C, C++	
<i>Eligibility:</i> VISA, Eligible to work in the US for internships and full time for up to 36 months	

FREDERICK AMOAKO APPIAH

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

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

University of Texas at Dallas Richardson, Texas, USA
Student Assistant

January 2023 – Present

- Assist students with finance concepts and modeling techniques, providing guidance on financial analysis and software usage

Finance Lab Equity Research Project

- Conducted in-depth equity research on Birkenstock, analyzing financial data using Excel, Tableau Desktop and predicted a drop in stock price from \$62.44 to \$47.99, which at the time of presentation was \$49.25
- Utilizing PowerPoint, delivered presentation showcasing financial models, market trends, and pricing analysis that drew wide engagement from audience

Private Equity Class LBO Project

- Performed an LBO analysis on G-III Apparel, utilizing complex Excel financial Models, S&P Capital IQ, Bloomberg Databases and innovative solutions to attain a base case IRR of 19%

Sage-Art Properties, Accra, Ghana

February 2021 – December 2022

CEO / Business Development Manager

- Engineered a customer targeting index that boosted customer return contact by about 50%
- Architected a property database that streamlined client-property matching, slashing search costs by about 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 about 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
- 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

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

Smithavarun Bavirishetti

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EDUCATION

The University of Texas at Dallas

Dec 2025

M.S., Finance

3.75 GPA

Christu Jyothi Institute of Technology and Science (affiliated to JNT University Hyderabad)

Nov 2014

B.Tech., Mechanical Engineering

Academic Projects

NTXIA Non-Profit Organization (**The University of Texas at Dallas**)

May 2024- Jul 2024

- **Innovation@work**, Applied Lean Innovation methods to a real-world company problem regarding increasing membership and designing Key Performance Indicators.

BUSINESS EXPERIENCE

International Peer Advocate, Intercultural Programs, **The University of Texas at Dallas**

Jul 2024- Present

- **Facilitated** in creating and implementing transitional programs for 1,200+ international students each semester.
- **Planned** for cross-cultural problem-solving and represent ICP as a student leader.

Telangana State Co-operative Apex Bank Limited, Hyderabad, TS, India

Staff Assistant

Jan 2018–Jan 2024

- **Led** database migration project, enhancing work efficiency by 20%, and streamlined leave application process, reducing processing time by 30%.
- **Implemented** Excel techniques, cutting financial review turnaround by 25% and ensuring timely reporting.
- **Reviewed** 80+ internal reports, improving operational efficiency and reducing risk incidents by 35%.
- **Resolved** long-standing reconciliation issues for GL heads, using CBS reports and archived records, reducing auditors' workload by 15% and achieving 100% reconciliation accuracy.

President, APCOB TEU (Employees' union), Telangana State Co-operative Apex Bank Limited, Hyderabad Jan 2020–Jan 2022

- **Negotiated** and executed 5 collective bargaining agreements, yielding a 50% rise in average wage and 10% enhancement in working conditions, encompassing heightened safety measures.
- **Successfully** advocated for and secured National Pension Scheme benefits for 500 employees, leading to a 10-15% increase in income for each member.

Spokesperson, APCOB TEU, Telangana State Co-operative Apex Bank Limited, Hyderabad

Sep 2019–Jan 2020

- Researched loopholes in Telangana's cooperative systems, presented findings to state-level committee, and influenced Cooperative HR Policy, enhancing operations for 6,000+ statewide employees.

The Warangal District Co-operative Central Bank Ltd., Warangal, TS, India

Staff Assistant

Jan 2016–Jan 2018

- Leveraged strong analytical skills to ensure Due Diligence compliance in branch operations.

VOLUNTEER

Student Mentor, **Prodigy Finance**

Feb 2024–Present

ORGANIZATIONS

Vice President, **Badminton Club, UTD**

Apr 2024–Present

Founding Treasurer, **Campus Emergency Response Team, UTD**

Jul 2024–Present

Member, **University Toastmasters of Dallas, UTD**

Jan 2024–Present

ADDITIONAL INFORMATION

Technical Skills: Argus, Power BI, Advanced MS Excel (Pivot, Lookup), AUTOCAD, Bloomberg.

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions for 36 months (STEM) without sponsorship

NOAH BOWES

Richardson, 75080 • (832)-993-2157 • neb.vby@gmail.com

EDUCATION

The University of Texas at Dallas – Richardson, Texas

Bachelor of Science in Finance

Spring 2025

- Minor: Asian Studies
- GPA: 3.0

EXPERIENCE

Granite Construction – The Woodlands, Texas

May 2023 – August 2023

Finance Summer Internship, Real Estate and Financial Reporting

- Created a project outline of a 6,000-acre master plan in Sacramento County for Granite's future investments
- Calculated budgetary trends across 10 years of Granite's only costs for the master plan by sifting through excel files
- Wrote a guide for Reviewers on Workiva for reviewing and commenting on the Proxy, 10-Q, and FRP

Weitzman Group – Dallas, Texas

August 2024 – October 2024

Real Estate Forecast Specialist Internship

- Analyzed onsite properties across DFW to express opportunities for mismanaged properties in low-income communities, while documenting photographic evidence
- Wrote 20+ Survey Data Sheets of property vacancies across the retail sector of DFW.

PROFESSIONAL DEVELOPMENT

2023 IREM Real Estate Case Challenge

August 2023 - September 2023

- Won 1st place against Southern Methodist University and University of North Texas with a cash prize of \$5,000 among 5 other team members representing UT Dallas.
- Developed a management plan for a deteriorating office building to maximize property's value
- Gathered property and financial analysis details of maintenance needs by estimating costs of HVAC replacement, window tint replacements, to project further maintenance budget and expenditures for the property

FLA's Securities Analysis Competition

September 2022 – December 2022

- Analyzing the healthcare company, DaVita, and develop a financial report to recommend buying or selling stock to industry professionals
- Functioned as head researcher to create company analysis and investment risk report
- Forecasted financial assumptions on revenue within the next five years from public reports

ACADEMIC PROJECTS

Non-profit Deliverables Project, Community Engagement

September 2024 – December 2024

- Created financial and real estate education deliverables for the non-profit organization, FEDA
- Constructed a rough draft of a programable simulation concept on the financial function of mortgage payments.
- Led research topics using Microsoft Word about home ownership and mortgage payment statistics

CAMPUS INVOLVEMENT

Financial Leadership Association of UT Dallas, Member

September 2022-Present

Real Estate Club of UT Dallas, Member

October 2022-Present

ADDITIONAL INFORMATION

Technical Skills: Microsoft Suite Excel, PowerPoint, Word, Outlook, Workiva

Languages: Mandarin HKS 2 | **Work Eligibility:** Eligible to work in the U.S. with no restrictions

Komal Chakravarthula

945-283-6272 | chakravarthulakomal@gmail.com | <https://www.linkedin.com/in/komalch/>

EDUCATION

The University of Texas at Dallas – Dallas, Texas

May 2025

Master of Science, Financial Mathematics

GPA 3.62

- **Relevant Coursework:** Financial Modeling for Valuation, Accounting for Managers, Mathematical Methods in Finance, Derivatives, Analytics of Finance.

Amity University – Noida, India

May 2022

Bachelor of Business Administration in Finance and Accounting

GPA 3.6

PROFESSIONAL EXPERIENCE

The University of Texas at Dallas – Dallas, Texas

Aug 2024 -Present

Graduate Teaching Assistant

- Educated 150+ graduate students in business and real estate courses: Financial Management, Real Estate Market Analysis and Investments, and Introduction to Real Estate.
- Developed and delivered lectures on concepts, Net Income, DCF models, risk analysis, Economic Base Analysis, and Liquidity Coverage Ratio aligning with course objectives to enhance students' analytical skills.

Berkadia (A Berkshire Hathaway and Jefferies Company) – Hyderabad, India

May 2022 – June 2023

Financial Analyst – Commercial Real Estate

- Performed in-depth analysis of financial statements and credit risk models for a \$20 million portfolio, reducing default rates by 15% through detailed sensitivity analysis and implementing early warning triggers.
- Optimized financial tracking and reporting processes by reconciling outstanding funds and borrower payments, ensuring 100% SLA compliance.

PSG Pharmaceutical – Hyderabad, India

Oct 2020 – April 2022

Finance and Accounting Co-Op

- Led a team of 10+ interns to prepare financial statements and forecast budgets, improving efficiency by 40%.
- Created a dynamic financial forecasting model that projected revenue and expenses, resulting in a 150% increase in profit margins by optimizing cost allocation and pricing strategies.

LEADERSHIP AND AWARDS

Herbert Weitzman Institute of Real Estate

Aug 2023 - Present

Vice President of Communications

- Led the university's largest student organization, driving a 120% increase in membership through strategic events and alumni engagement.
- Organized events featuring industry professionals and conducted financial modeling workshops to enhance students' real estate knowledge and skill.

Dean's Excellence Scholar - UTD

CoreNet Global North Texas Scholar

Society of Industrial & Office Realtors Scholar

NASH Leadership Fellow

ACADEMIC PROJECT

Quantitative Portfolio Optimization

- Conducted in-depth stock return analysis and optimized portfolios, focusing on correlation, covariance, and risk management strategies to maximize the Sharpe ratio.
- Utilized advanced data analysis techniques to determine optimal portfolio weights and assessed the relationship between selected stocks and market trends.

SKILLS

Skills: Advanced Excel (Pivot Tables, VBA, Macros), R, Bloomberg Terminal, Financial Modeling, ARGUS, CoStar.

MADHUR SUNIL CHAUDHARI

Dallas, Texas | 945-257-5742 | madhur.c6@gmail.com | LinkedIn: <https://in.linkedin.com/in/madhurchaudhari>

EDUCATION

The University of Texas at Dallas (UTD)

Master of Science, Finance

Herbert D. Weitzman Real Estate Fellowship recipient

December 2024

GPA- 3.75

Institute of Chartered Accountants of India (ICAI)

Chartered Accountant, Accounting and Finance

January 2017

Savitribai Phule Pune University

Bachelor of Commerce, Statistics

April 2014

PROFESSIONAL EXPERIENCE

Athene USA

Risk Co-op- Derivatives Hedging

December 2023- Present

- Strengthened financial derivatives concepts such as options, futures, swaps, and integrated statistical and derivatives pricing models
- Led the automation and streamlining of derivatives hedging processes using Python/SQL, achieving a 15% increase in operational efficiency by optimizing workflow and reducing manual errors.
- Supported traders by developing and analyzing daily hedging reports and constructing risk management tools, which enhanced profitability monitoring and strategic decision-making.

CRISIL Global Research and Risk Solutions

Senior Analyst

March 2022- December 2022

- Standardized financial models for 15+ companies, enhancing income statements, balance sheets, and cash flow statements, showcasing financial reporting acumen.
- Achieved a 40% boost in operational efficiency by identifying root cause and revamping financial analysis workflows and implementing risk monitoring, demonstrating expertise in financial modeling.
- Directed a team of 5+, fostering their understanding of US GAAP, due diligence, key financial concepts, which improved financial analysis and reporting quality, highlighting leadership and team management process.

MNM Wealth Management

Co-Founder

January 2021- March 2022

- Achieved 190% growth in assets under management through strategic marketing and client relationship management.
- Led webinars and client meetings, crafting financial plans that met investment goals and fostered long-term growth.
- Managed a team of analysts to uncover investment opportunities and streamline operations, boosting efficiency.

Bajaj Housing Finance Limited

Credit Analyst- Wholesale Lending (Residential & Commercial Real Estate Financing)

December 2017- January 2021

- Provided strategic planning on the formulation of real estate funding transactions to residential and commercial real estate builders.
- Credit Underwriting and transaction advisory in more than 50 real estate deals with a cumulative value of more than USD 1250 M.
- Engaged with customers to understand project execution and business strategy to advise the most suitable debt-equity structure.
- Pitched appraisals to top management, articulating the outcome of in-depth financial due diligence, financial analysis, ratio analysis, cash flow models, and market analysis using tools like Microsoft Excel, Word, and PowerPoint.
- Thoroughly scrutinized micro markets, financial statements, forecasted sales and cash flow, sensitivity analysis, and analyzed property cost components using Excel models to effectively mitigate credit risk.

ACADEMIC PROJECTS:

Real Estate Research

August 2023- December 2023

- Conducted and delivered a Real Estate Economic Analysis of the city of Charlotte, encompassing growth, employment, demographics, transportation, road networks, and vacancy rate analysis, and offered actionable recommendations.
- Researched and devised strategies for leasing, construction, sale, and means of financing using financial models and financial metrics like IRR, NPV, project feasibility and equity waterfall for Retail, Industrial, Office, Multi-family, and Commercial properties.

ADDITIONAL INFORMATION:

- **Organization:** The Real Estate Club, UTD (Member)
- **Certifications:** CFA Level 1, Costar, Bloomberg, FactSet, Refinitiv
- **Software:** Eikon DataStream, SDS Platinum, Microsoft Office-Excel/Word/PowerPoint, Tableau, Capital IQ, Bloomberg, Power Bi
- **Languages:** English, Hindi, Marathi
- **Eligibility:** Eligible to work in the U.S. for internships and for full-time employment for up to 36 months without sponsorship.

Tommy Cherucheril

Frisco, Texas, 75035; (214) 783-1403; tcheru07@gmail.com
<https://www.linkedin.com/in/tommycherucheril/>

PROFESSIONAL SUMMARY

Motivated finance student with a strong background in investment banking and real estate. Incredible work ethic, very coachable, and high attention to detail. Skilled in financial modeling, real estate underwriting and acquisition, contract structuring and negotiation, and client interaction. Seeking an internship opportunity to gain hands-on finance experience whilst applying current skill set to make positive contributions to the team.

EDUCATION

The University of Texas at Dallas

December 2025

Bachelor of Science, Finance (Real Estate Finance Concentration)

GPA 3.4 (3.62 last 3 semesters)

Relevant Coursework: Investment Management, Financial Management, Financial Modeling, Real Estate Principals, Business Finance, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, IT for Business, etc.

PROFESSIONAL EXPERIENCE

The Vant Group, Dallas, TX

September 2024 – Present

Investment Banking Analyst Intern

- Assisted in financial modeling and analysis for mergers and acquisitions engagements
- Drafted and finalized supportive marketing materials for clients such as executive summaries, confidential information memorandums, etc.
- Assisted Managing Directors with ad hoc tasks related to their deals

Shaddock Homes, LTD, Plano, TX

May 2024 – August 2024

Land Acquisitions Summer Analyst

- Conducted detailed underwriting for two acquisitions valued over \$100MM by preparing forecasts, pro forma quarterly income and cash flow statements, and vertical construction pro forma models
- Produced comparative market analyses to evaluate market trends and property values by collecting data for over 1000 new home builds across DFW in order to develop pricing strategies
- Researched geographic trends, market conditions, and competitor pricing to create compelling data visualizations and presentations to propose land acquisition recommendations to upper management

Beam Real Estate, LLC, Flower Mound, TX

April 2023 – Present

Licensed Texas Realtor

- Closed or currently executing a total of over \$2 million in residential real estate transactions this year
- Guided home buyers and sellers through sales and purchases of properties, advising on market conditions, prices, mortgages, legal requirements, and related matters
- Coordinated property closings, overseeing the document signing and fund disbursement

ORGANIZATION EXPERIENCE

Real Estate Club at UTD, IREM Case Competition Team

September 2024 – Present

- Won 1st Place at the 2024 IREM Dallas Case Competition after being selected to represent the University of Texas at Dallas.
- Gained experience in real estate financial underwriting and pitching commercial real estate investments to judges

Beta Chi Theta National Fraternity, Inc., Social Chair

December 2022 – Present

- Negotiated contracts with venue owners to organize events
- Recruited new members and arranged recruitment events, increasing recruitment by 40% in 2023

ADDITIONAL INFORMATION

Skills: ARGUS Enterprise, Microsoft Suite, Tableau, SQL, Adobe Creative Cloud, NTRIS

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

Agustin Chouza

Dallas, TX | agchouza@gmail.com | 832-904-9671 | <https://www.linkedin.com/in/agustinchouza/>

EDUCATION

The University of Texas at Dallas, Naveen Jindal School of Management

Dallas, TX

Bachelor of Science, Finance with Real Estate Investment Management Concentration

Dec 2024

- **Clubs and Societies:** Golf Club, Real Estate Club, Chi Phi Fraternity.

PROFESSIONAL EXPERIENCE

Project Destined

Dallas, TX

Commercial Real Estate Intern, Invesco

Sep 2024 - Present

- Participated in the evaluation of a live real estate deal involving the development of a mixed-use asset in Dallas, TX.
- Prepared and presented an investment memo to real estate professionals from Invesco and other real estate firms.
- Worked with professionals at Invesco to build 10-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates.

Credible Labs.

Durham, NC

Loan Operations Intern

May 2024 - Aug 2024

- Managed the seamless processing of \$6.3 million within the team's \$65 million total loan volume, ensuring timely and accurate delivery to partner lenders.
- Conducted detailed lender accreditation using Excel, resolving discrepancies between internal and partner lender reports to ensure accurate credit for completed applications.
- Generated and maintained daily, weekly, and monthly revenue reports, providing essential data for the business intelligence team to facilitate accurate invoicing for lenders.

Aimbridge Hospitality

Plano, TX

Operations Agent

Oct 2023 - Jan 2024

- Created regular reports, providing insights into occupancy rates, revenue per available room, and other key performance indicators.
- Served as the link between clients and the finance office to resolve billing inquiries and ensure accurate invoicing.
- Designed and implemented a data-driven daily cleaning schedule, optimizing housekeeping resources and enhancing overall guest satisfaction.

Vejarano & Calderón

Madrid, ESP

Investor Outreach & Database Management Intern

Jun 2023 - Aug 2023

- Analyzed market trends and investor preferences to refine outreach strategies, resulting in an increase of positive responses from potential investors.
- Employed careful attention to detail in creating 1000+ investor profiles, ensuring accurate and up-to-date information for efficient outreach efforts.
- Actively contributed to internal discussions, sharing insights gained from interactions with investors, which informed the firm's strategic decision-making process.

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

Real Estate Club at UT Dallas

Dallas, TX

Active Member

Aug 2022 - Present

- Participated in networking events and meetings with real estate professionals to gain insights and build connections with potential employers and clients.
- Conducted extensive market research and analysis to identify opportunities and trends in the real estate industry, including property values, rental rates, and market demand.

Student Government at UTD

Dallas, TX

Student Senator

May 2022 - May 2023

- Facilitated communication between students and staff by being an active voice for the student body.
- Contributed to 37 policy modifications and new ideas for campus improvement.

ADDITIONAL INFORMATION

Computer: Intermediate to advanced proficiency using Microsoft Suites (Excel, PowerPoint, Outlook)

Licenses & Certifications: Master Microsoft Excel, Real Estate Financial Modeling Bootcamp by Justin Kivel

Languages: Fully bilingual in Spanish and English (speaking, reading, writing, and listening comprehension)

Interests: Golf, Downhill Ski, Mountain Climbing, Soccer (Real Madrid), Formula 1 (Checo fan)

David Huerta

Carrollton, Texas, 75007; Phone; 2544266691; davidhuerta2002@gmail.com

www.linkedin.com/in/davidhuertarealtor/

EDUCATION

The University of Texas at Dallas

Bachelor of Science, Finance with concentration on Real Estate

Honors and Scholarship(s): Messenger of Hope Scholarship

18 Hours Dual Credit in High School

Graduation December 2024

GPA: 3.621

PROFESSIONAL EXPERIENCE

4 Corners Outreach, Plano, TX

June 2024– Present

Financial Analyst/CEO assistant

- Manage the financial statements of Costa Rica site.
- Streamline from the ground up a customer database for daily operations.
- Advise the state of financials and forecasts to the board of directors.

DHS Realty, Plano, TX

Jan 2024 – Present

Real Estate Agent/Realtor®

- Provide expert guidance to clients seeking homes in the DFW market.
- Empower clients with expert guidance and unwavering support throughout their real estate journey.
- Curate personalized housing solutions to satisfy client's unique taste and preferences.

Let's Fly Realty (INTERSHIP), Dallas, TX

April 2023– July 2023

Commercial Real Estate Market Analytic

- Harness extensive market knowledge to offer tailored location solutions for investors.
- Study demographic and financial markets around DFW metroplex best suited for investors.

Ultima Real Estate, Dallas, TX

May 2021– Jan 2024

Residential Real Estate Agent/Realtor®

- Identify and present prime investment opportunities within the DFW Metroplex.
- Analyze demographic and economic trends in the DFW Metroplex.

The Storehouse Community Center, Plano, TX

October 2020– Present

Spanish Interpreter and Assistant Outside Manager

- Serving the food insecurity population of Collin County.
- Facilitate effective communication with clients through bilingual services.
- Manage traffic flow into the premises to maintain steady and safe business operations.

ORGANIZATION AND LEDEARSHIP EXPERIENCE

Seven Loaves Food Pantry, Spanish Translator

October 2016 – October 2020

- Inspire younger volunteers to continue to help the community with their actions.
- Serve food and care for clients who are experiencing hardships.

The Storehouse Youth Leadership Council (YLC), College Advisor

July 2020–Present

- Coordinate monthly events for the YLC members.
- Guide the younger members in the planned activities around campus.
- Strategize and implement operational enhancements with YLC advisors.

SKILLS

- Proactive, Team Leader, Great Listener, Organized.

ADDITIONAL INFORMATION

Skills: Certified in Microsoft Word, Excel, Power Point and UTD ARGUS Certificate

Languages: English and Spanish

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

AARIZ RAZA KHAN

Northlake, TX, 76226; (469) 922-8787; ark230004@utdallas.edu; www.linkedin.com/in/aariz-raza-khan

EDUCATION

The University of Texas at Dallas - Dallas, TX, USA <i>Master of Science, Finance (Real Estate Track)</i>	Jan 2024 – Dec 2025 GPA 3.7/4
University of Management and Technology - Lahore, Pakistan <i>Bachelor of Science, Economics</i> Dean's Excellence Scholarship	Oct 2016 – Oct 2021 CGPA 3.8/4
Study Abroad: Semester Exchange Program, NEIU - Chicago, USA	Jan 2019 – Jun 2019
Study Abroad: Summer Program, LSE-PKU - Beijing, China	Jul 2018 – Aug 2018

CERTIFICATION AND TECHNICAL SKILLS

Certification: CFA Level 1 Passed, Bloomberg Market Concepts (BMC), LSEG, FactSet

Finance and Statistics: Financial Modelling, Valuations, Research, Investment Analysis, Report Preparation, Technical Analysis, Fundamental analysis, Financial Management, Presentation, Accounting, Real Estate Appraisal

Software and Database: Argus Enterprise (Anticipated), Advance Expertise in Microsoft Office, Bloomberg Terminal, S&P Capital IQ, SPSS, Power BI, R, LSEG Workspace, FactSet

WORK EXPERIENCE

IGI Finex Securities Limited - Karachi, Pakistan Equity Research Analyst	Jan 2022 – Sep 2023
<ul style="list-style-type: none">Generated investment reports that increased the research department output by 30% by expanding the investment research coverage to the banking and cement sectors, as well as the broader economyBuilt and updated financial models, increasing the companies under coverage by 20%Communicated daily morning news briefings and monthly market presentations on Zoom to the investors and management team and helped increase their attendance rate by 40%Established strong customer relationships and provided guidance for informed investment decisions	
Askari Bank Limited - Karachi, Pakistan Investment Banking Intern	Sep 2021 – Dec 2021
<ul style="list-style-type: none">Assisted in Underwriting the Commercial Real Estate, Cements, and Steel sectors, supporting the team members to accelerate syndicated loan approvals by 30% through assisting in listing, origination, structuring, and concluding debt instrumentsConducted due diligence and analyzed financial statements and models to verify and analyze credit applications, assisting the bank in achieving a monthly target of \$350 million worth of debt instrument portfolioMaintained relationships with institutional partners and corporate clients in syndicated transactions	
Foundation Securities - Karachi, Pakistan Equity Research Analyst Intern	Aug 2017 – Sep 2017
<ul style="list-style-type: none">Assisted analysts in proofreading the investment reports for errors and suggestions and helped the department to increase its productivity by 15%Managed the preliminary work of analysts by extracting and communicating key financial data, resulting in a 20% increase in reports generation	

ADDITIONAL INFORMATION

Accomplishments: *Symposium Presentation on United States Economic Outlook in Chicago:* outstanding research award (NEIU, Chicago, USA, 2019). *National Scrabble Championship* (2nd Runner Up, F Category, PSA, Karachi, Pakistan)

Extracurricular: Student Assistant at Finance Lab (JSOM, UTD, Dallas, USA), Active Real Estate Club Member 2024-2025 (UTD, Dallas, USA), Report Writing at All Pakistan Business Forum 2017 (Volunteer Service, APBF, Lahore, Pakistan), Ignite 2015 (Marketing Manager, FPS, Karachi, Pakistan)

Projects and Thesis: Equity Research and Valuation Project on Netflix (UTD, 2024), Financial Analysis on Big 4 U.S Oil Refining Companies (UTD, 2024), Pakistan Economy, Determinants and Asymmetric Effects (Thesis, UMT, 2022), Investment Research on Telecommunication Companies in the USA (Verizon, AT&T, and Sprint), Energy Stress on Balance of Payments (UMT, 2018)

Languages: English (fluent), Urdu (fluent), Hindi conversational (fluent), Spanish (Basic), Chinese-Mandarin (Basic)

Eligibility: Eligible to work in the US for internships and full-time positions without sponsorship

CAELAN KONGANDA

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

EDUCATION

The University of Texas at Dallas, Richardson, TX

December 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

Highland Park High School, Dallas, TX

August 2016 - May 2020

Highland Park Men's Golf Team, Bronze Presidential Service Award

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.
- Ensured financials supported investments under \$10M with ROI and CAP rates 6%+ outlined in underwriting assessments.
- Leveraged Appfolio to audit leases for 15+ retail centers ensuring accuracy.

Medical City Healthcare, Dallas, TX

November 2022 – June 2023

Finance Intern

- Managed month-end close processes including journal entry posting and balance sheet reconciliations.
- Reviewed contracts to ensure compliance with ICC and SOX standards, utilizing eRecon and HOST for accurate invoice coding and documentation across Microsoft platforms.

Texas Tech University Psychology Department, 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

January 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

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

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Jacob Phillips

713-204-5802 | Austin, TX | jacob@houstonmail.net
[linkedin.com/in/jacob-phillips-878152216](https://www.linkedin.com/in/jacob-phillips-878152216)

EDUCATION

University of Texas - Dallas

MBA, Concentration in Real Estate

GPA: 3.67

Current – May 2025

Texas A&M University

B.S., Animal Science

GPA: 3.69

Honors, Cum Laude

September 2019 - December 2022

Alvin Community College

Associate of Arts

GPA: 3.59

Cum Laude

May 2019

PERSONAL ACHIEVEMENTS

- Eagle Scout
- Black Belt in Karate
- Aggie

BUSINESS EXPERIENCE

Inertia Properties LLC

Investment Partner/Remodel Manager

Houston, Texas

January 2020 - Present

- Deal discovery, investment analysis, scopes of work, contractor communication, and exit strategy planning
- Long-term rental management and continued improvement for short-term rental
- Independently designed Aggie Fan Cave Airbnb in College Station resulting in 100% increase in revenue

Lifestyles Unlimited Inc.

Member Service Representative, Member

Irving, Texas

March 2023 – July 2023

- Generated attendance for local and national seminars, expos, and field trips through telecommunication
- Set up for events, supported streaming events, and assisted attendees with issues, questions, and purchases
- Ensured a positive, helpful face of the company was always conveyed which improved our brand image
- Continued education on residential and commercial real estate investment
- Earned accreditation as a Sophisticated Investor

Galveston Sea Ventures

Deckhand/First Mate

Galveston, Texas

Summers of 2017-2019

- Operated commercial and private charter fishing trips
- Stocked boat before sunrise, greeted customers, baited hooks, landed fish, cleaned fish, and cleaned the boat
- Prided myself on having a spotless boat every day and the experience to catch help catch anything that swims

SKILLS

Strong Understanding of Integrity, Positive Attitude, Optimism, Analytical, Honesty, Ethical Dedication to Task Completion, Feedback Adaptation, Telecommunication, Leadership, Capable in Excel, Microsoft Office, Market and Financial Analysis, Strategic Decision Making

Benjamin Seider

Richardson, TX, 75081; 972-602-5476; btseider@gmail.com
<https://www.linkedin.com/in/benjaminseider/>

EDUCATION

The University of Texas at Dallas

B.S., Business Administration (Real Estate Investment Management)

Comet Transfer Scholarship

Dean's List

Graduation December of 2024

GPA 3.88/4.00

RELEVANT COURSES

- Real Estate Finance and Principles
- Real Estate Law and Contracts
- Real Estate Valuation
- Principles of Marketing
- International Business
- Supply Chain and Operations Management
- Purchasing and Sourcing Management

EXPERIENCE

American Communities, Plano, TX

May 2024 – August 2024

Property Operations Intern

- Assisted in training new staff
- Identified, analyzed, and recommended changes to leadership regarding property concerns
- Utilized software programs to manage all aspects of properties

First Baptist Church of Richardson, Richardson, TX

September 2022 – May 2024

Activities Center Manager

- Trained and scheduled staff to work open gym hours
- Negotiated, created, and managed rental contracts to create steady income for the organization
- Utilized software programs to schedule events, manage gym memberships, and send invoices
- Reviewed/submitted payroll

First Baptist Church of Richardson, Richardson, TX

June 2020 – May 2024

Maintenance Worker

- Created Excel inventory sheet to track tools owned by the organization increasing work efficiency
- Performed property maintenance and upkeep

VOLUNTEER EXPERIENCE

First Baptist Church of Richardson, Richardson, TX

August 2017 – Present

- Retreat and camp leader for 7th-12th grade students
- Unloaded and organized food products for monthly food drives
- Worked with Feed My Starving Children to pack meal bags for children

SPIARS Cares, Plano, TX

September 2023 – Present

- Worked with Sleep in Heavenly Peace to build beds for children

ADDITIONAL INFORMATION

Technical Skills: Microsoft products (Excel, PowerPoint, Word, Outlook), Tableau, Yardi, Blue Moon

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

Education

The University of Texas at Dallas, B.S. Finance

GPA 3.52

December 2024, Dallas, TX

Coursework

Investment Management, Intermediate Financial Management, Business Finance, Financial Modeling, Management Accounting & Financial Accounting

Real Estate Principles & Real Estate Finance and Investment

PROFESSIONAL EXPERIENCE

Fisher Investments - Financial Planning Operations Junior Associate – Plano, Tx **August 2023 - Present**

- Assist 90+% of US PCG groups on client's tax planning & preparation, financial planning, and insurance needs
- Prospected local CPA firms across the U.S. to partner with Fisher for client's tax planning & preparation
- Created new workflow processes and optimization with CRM migration to Salesforce reducing time spent by 30%

Fortress Investment Group – Private Credit & Commercial REIT Intern – Dallas, TX **June 2023 – August 2023**

- Assisted with market and data analytics to evaluate 20+ commercial real estate investment opportunities
- Created summary reports for senior management detailing market and competitor trends
- Applied Pillars of Wall Street modeling course to forecast financial performance based on financial statements
- Consolidated unstructured Salesforce data sets using excel skills to improve decision making for senior leadership

Fisher Investments - Financial Planning Services Junior Associate – Plano, TX **November 2022 – June 2023**

- Collaborated with the Financial Planners to present financial plans to clients from \$500k-\$48MM total net worth
- Reduced process and communication inefficiencies by 10%+ leading additional clients serviced
- Coordinated with Financial Planning and Estate Planning teams to complete over 1,000+ clients requests per quarter

Fisher Investments - Regional Sales Junior Associate – Plano, TX **July 2022 – November 2022**

- Leveraged proficiencies in service offering to assist internal groups in a timely manner to fulfill client needs and wants
- Handled new onboarding process and maintenance needs for clients with net worth totaling from \$500k-\$30M
- Improved efficiencies in internal business communication to increase deliverables and reduce lag time by 20%

LEADERSHIP & ACTIVITIES

UTD Badminton Club – President – Dallas, TX **June 2022 – Present**

- Managed practice, finances, inventory, membership, and authored club constitution for 20+ members
- Fostered a welcoming and inclusive environment and with focus on minority and underrepresented communities
- Participated in statewide league competitions and fostering the team towards notable success

UTIMCO – UTIMCO Scholar – Remote **Summer 2022; Summer 2023**

- Selected to be one of four students from UT Dallas to participate in UTIMCO Scholars summer program
- Engaged in 10 weekly sessions focused on professional development, investing and the asset management industry
- Attended seminars with guest speakers from Blackrock, PIMCO, Heinz, Fortress, and Goldman Sachs

ACADEMIC PROJECTS

Junonia Partners – Business Analyst – Dallas TX **August 2024 – December 2024**

- Utilized Power Bi to map data from Gusto, QuickBooks, and Teamwork to make data-driven executive decisions
- Generated actionable items to improve operational efficiency, client profitability, and staff utilization to senior leaders

Weitzman – Retail Analyst – Addison, TX **October 2024**

- Created exit strategy for retail center based on site analysis, market analysis, lease comps, & cash flow projections

Falcon Commercial Development – Industrial Analyst – Dallas TX **September 2024**

- Recommended site plan development based on site analysis, market analysis, lease comps, & cash flow projections

AWARDS & HONORS

-
- Herbert D. Weitzman Institute for Real Estate Scholarship, Fall 2024
 - RMHC of Greater North Texas Scholarship Recipient, Fall 2021
 - United States President's Volunteer Service Award, Fall 2020

ADDITIONAL INFORMATION

Technical Skills: Salesforce, Bloomberg, Power Bi, Tableau, Excel, Word, PowerPoint,

Languages: English, conversational in Chinese

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



Herbert D. Weitzman
Institute for Real Estate

MARKETING

Career Candidates
Full-Time Positions

FALL/WINTER 2024

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

Bachelor of Arts, Technology and Emerging Communications

August 2020 – May 2024

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

Agustin Chouza

Dallas, TX | agchouza@gmail.com | 832-904-9671 | <https://www.linkedin.com/in/agustinchouza/>

EDUCATION

The University of Texas at Dallas, Naveen Jindal School of Management

Dallas, TX

Bachelor of Science, Finance with Real Estate Investment Management Concentration

Dec 2024

- **Clubs and Societies:** Golf Club, Real Estate Club, Chi Phi Fraternity.

PROFESSIONAL EXPERIENCE

Project Destined

Dallas, TX

Commercial Real Estate Intern, Invesco

Sep 2024 - Present

- Participated in the evaluation of a live real estate deal involving the development of a mixed-use asset in Dallas, TX.
- Prepared and presented an investment memo to real estate professionals from Invesco and other real estate firms.
- Worked with professionals at Invesco to build 10-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates.

Credible Labs.

Durham, NC

Loan Operations Intern

May 2024 - Aug 2024

- Managed the seamless processing of \$6.3 million within the team's \$65 million total loan volume, ensuring timely and accurate delivery to partner lenders.
- Conducted detailed lender accreditation using Excel, resolving discrepancies between internal and partner lender reports to ensure accurate credit for completed applications.
- Generated and maintained daily, weekly, and monthly revenue reports, providing essential data for the business intelligence team to facilitate accurate invoicing for lenders.

Aimbridge Hospitality

Plano, TX

Operations Agent

Oct 2023 - Jan 2024

- Created regular reports, providing insights into occupancy rates, revenue per available room, and other key performance indicators.
- Served as the link between clients and the finance office to resolve billing inquiries and ensure accurate invoicing.
- Designed and implemented a data-driven daily cleaning schedule, optimizing housekeeping resources and enhancing overall guest satisfaction.

Vejarano & Calderón

Madrid, ESP

Investor Outreach & Database Management Intern

Jun 2023 - Aug 2023

- Analyzed market trends and investor preferences to refine outreach strategies, resulting in an increase of positive responses from potential investors.
- Employed careful attention to detail in creating 1000+ investor profiles, ensuring accurate and up-to-date information for efficient outreach efforts.
- Actively contributed to internal discussions, sharing insights gained from interactions with investors, which informed the firm's strategic decision-making process.

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

Real Estate Club at UT Dallas

Dallas, TX

Active Member

Aug 2022 - Present

- Participated in networking events and meetings with real estate professionals to gain insights and build connections with potential employers and clients.
- Conducted extensive market research and analysis to identify opportunities and trends in the real estate industry, including property values, rental rates, and market demand.

Student Government at UTD

Dallas, TX

Student Senator

May 2022 - May 2023

- Facilitated communication between students and staff by being an active voice for the student body.
- Contributed to 37 policy modifications and new ideas for campus improvement.

ADDITIONAL INFORMATION

Computer: Intermediate to advanced proficiency using Microsoft Suites (Excel, PowerPoint, Outlook)

Licenses & Certifications: Master Microsoft Excel, Real Estate Financial Modeling Bootcamp by Justin Kivel

Languages: Fully bilingual in Spanish and English (speaking, reading, writing, and listening comprehension)

Interests: Golf, Downhill Ski, Mountain Climbing, Soccer (Real Madrid), Formula 1 (Checo fan)

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

CAELAN KONGANDA

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

EDUCATION

The University of Texas at Dallas, Richardson, TX

December 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

Highland Park High School, Dallas, TX

August 2016 - May 2020

Highland Park Men's Golf Team, Bronze Presidential Service Award

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.
- Ensured financials supported investments under \$10M with ROI and CAP rates 6%+ outlined in underwriting assessments.
- Leveraged Appfolio to audit leases for 15+ retail centers ensuring accuracy.

Medical City Healthcare, Dallas, TX

November 2022 – June 2023

Finance Intern

- Managed month-end close processes including journal entry posting and balance sheet reconciliations.
- Reviewed contracts to ensure compliance with ICC and SOX standards, utilizing eRecon and HOST for accurate invoice coding and documentation across Microsoft platforms.

Texas Tech University Psychology Department, 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

January 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

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

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Benjamin Seider

Richardson, TX, 75081; 972-602-5476; btseider@gmail.com
<https://www.linkedin.com/in/benjaminseider/>

EDUCATION

The University of Texas at Dallas

B.S., Business Administration (Real Estate Investment Management)

Comet Transfer Scholarship

Dean's List

Graduation December of 2024

GPA 3.88/4.00

RELEVANT COURSES

- Real Estate Finance and Principles
- Real Estate Law and Contracts
- Real Estate Valuation
- Principles of Marketing
- International Business
- Supply Chain and Operations Management
- Purchasing and Sourcing Management

EXPERIENCE

American Communities, Plano, TX

May 2024 – August 2024

Property Operations Intern

- Assisted in training new staff
- Identified, analyzed, and recommended changes to leadership regarding property concerns
- Utilized software programs to manage all aspects of properties

First Baptist Church of Richardson, Richardson, TX

September 2022 – May 2024

Activities Center Manager

- Trained and scheduled staff to work open gym hours
- Negotiated, created, and managed rental contracts to create steady income for the organization
- Utilized software programs to schedule events, manage gym memberships, and send invoices
- Reviewed/submitted payroll

First Baptist Church of Richardson, Richardson, TX

June 2020 – May 2024

Maintenance Worker

- Created Excel inventory sheet to track tools owned by the organization increasing work efficiency
- Performed property maintenance and upkeep

VOLUNTEER EXPERIENCE

First Baptist Church of Richardson, Richardson, TX

August 2017 – Present

- Retreat and camp leader for 7th-12th grade students
- Unloaded and organized food products for monthly food drives
- Worked with Feed My Starving Children to pack meal bags for children

SPIARS Cares, Plano, TX

September 2023 – Present

- Worked with Sleep in Heavenly Peace to build beds for children

ADDITIONAL INFORMATION

Technical Skills: Microsoft products (Excel, PowerPoint, Word, Outlook), Tableau, Yardi, Blue Moon

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



Herbert D. Weitzman
Institute for Real Estate

PROPERTY MANAGEMENT

Career Candidates
Full-Time Positions

FALL/WINTER 2024

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

Bachelor of Arts, Technology and Emerging Communications

August 2020 – May 2024

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

FREDERICK AMOAKO APPIAH

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

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

University of Texas at Dallas Richardson, Texas, USA
Student Assistant

January 2023 – Present

- Assist students with finance concepts and modeling techniques, providing guidance on financial analysis and software usage

Finance Lab Equity Research Project

- Conducted in-depth equity research on Birkenstock, analyzing financial data using Excel, Tableau Desktop and predicted a drop in stock price from \$62.44 to \$47.99, which at the time of presentation was \$49.25
- Utilizing PowerPoint, delivered presentation showcasing financial models, market trends, and pricing analysis that drew wide engagement from audience

Private Equity Class LBO Project

- Performed an LBO analysis on G-III Apparel, utilizing complex Excel financial Models, S&P Capital IQ, Bloomberg Databases and innovative solutions to attain a base case IRR of 19%

Sage-Art Properties, Accra, Ghana

February 2021 – December 2022

CEO / Business Development Manager

- Engineered a customer targeting index that boosted customer return contact by about 50%
- Architected a property database that streamlined client-property matching, slashing search costs by about 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 about 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
- 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

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

Smithavarun Bavirishetti

Dallas, TX • 469.618.1061 • smithavarun.bavirishetti@utdallas.edu • [linkedin.com/in/smithavarun/](https://www.linkedin.com/in/smithavarun/)

EDUCATION

The University of Texas at Dallas

Dec 2025

M.S., Finance

3.75 GPA

Christu Jyothi Institute of Technology and Science (affiliated to JNT University Hyderabad)

Nov 2014

B.Tech., Mechanical Engineering

Academic Projects

NTXIA Non-Profit Organization (**The University of Texas at Dallas**)

May 2024- Jul 2024

- **Innovation@work**, Applied Lean Innovation methods to a real-world company problem regarding increasing membership and designing Key Performance Indicators.

BUSINESS EXPERIENCE

International Peer Advocate, Intercultural Programs, **The University of Texas at Dallas**

Jul 2024- Present

- **Facilitated** in creating and implementing transitional programs for 1,200+ international students each semester.
- **Planned** for cross-cultural problem-solving and represent ICP as a student leader.

Telangana State Co-operative Apex Bank Limited, Hyderabad, TS, India

Staff Assistant

Jan 2018–Jan 2024

- **Led** database migration project, enhancing work efficiency by 20%, and streamlined leave application process, reducing processing time by 30%.
- **Implemented** Excel techniques, cutting financial review turnaround by 25% and ensuring timely reporting.
- **Reviewed** 80+ internal reports, improving operational efficiency and reducing risk incidents by 35%.
- **Resolved** long-standing reconciliation issues for GL heads, using CBS reports and archived records, reducing auditors' workload by 15% and achieving 100% reconciliation accuracy.

President, APCOB TEU (Employees' union), Telangana State Co-operative Apex Bank Limited, Hyderabad Jan 2020–Jan 2022

- **Negotiated** and executed 5 collective bargaining agreements, yielding a 50% rise in average wage and 10% enhancement in working conditions, encompassing heightened safety measures.
- **Successfully** advocated for and secured National Pension Scheme benefits for 500 employees, leading to a 10-15% increase in income for each member.

Spokesperson, APCOB TEU, Telangana State Co-operative Apex Bank Limited, Hyderabad

Sep 2019–Jan 2020

- Researched loopholes in Telangana's cooperative systems, presented findings to state-level committee, and influenced Cooperative HR Policy, enhancing operations for 6,000+ statewide employees.

The Warangal District Co-operative Central Bank Ltd., Warangal, TS, India

Staff Assistant

Jan 2016–Jan 2018

- Leveraged strong analytical skills to ensure Due Diligence compliance in branch operations.

VOLUNTEER

Student Mentor, **Prodigy Finance**

Feb 2024–Present

ORGANIZATIONS

Vice President, **Badminton Club, UTD**

Apr 2024–Present

Founding Treasurer, **Campus Emergency Response Team, UTD**

Jul 2024–Present

Member, **University Toastmasters of Dallas, UTD**

Jan 2024–Present

ADDITIONAL INFORMATION

Technical Skills: Argus, Power BI, Advanced MS Excel (Pivot, Lookup), AUTOCAD, Bloomberg.

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions for 36 months (STEM) without sponsorship

MADHUR SUNIL CHAUDHARI

Dallas, Texas | 945-257-5742 | madhur.c6@gmail.com | LinkedIn: <https://in.linkedin.com/in/madhurchaudhari>

EDUCATION

The University of Texas at Dallas (UTD)

Master of Science, Finance

Herbert D. Weitzman Real Estate Fellowship recipient

December 2024

GPA- 3.75

Institute of Chartered Accountants of India (ICAI)

Chartered Accountant, Accounting and Finance

January 2017

Savitribai Phule Pune University

Bachelor of Commerce, Statistics

April 2014

PROFESSIONAL EXPERIENCE

Athene USA

Risk Co-op- Derivatives Hedging

December 2023- Present

- Strengthened financial derivatives concepts such as options, futures, swaps, and integrated statistical and derivatives pricing models
- Led the automation and streamlining of derivatives hedging processes using Python/SQL, achieving a 15% increase in operational efficiency by optimizing workflow and reducing manual errors.
- Supported traders by developing and analyzing daily hedging reports and constructing risk management tools, which enhanced profitability monitoring and strategic decision-making.

CRISIL Global Research and Risk Solutions

Senior Analyst

March 2022- December 2022

- Standardized financial models for 15+ companies, enhancing income statements, balance sheets, and cash flow statements, showcasing financial reporting acumen.
- Achieved a 40% boost in operational efficiency by identifying root cause and revamping financial analysis workflows and implementing risk monitoring, demonstrating expertise in financial modeling.
- Directed a team of 5+, fostering their understanding of US GAAP, due diligence, key financial concepts, which improved financial analysis and reporting quality, highlighting leadership and team management process.

MNM Wealth Management

Co-Founder

January 2021- March 2022

- Achieved 190% growth in assets under management through strategic marketing and client relationship management.
- Led webinars and client meetings, crafting financial plans that met investment goals and fostered long-term growth.
- Managed a team of analysts to uncover investment opportunities and streamline operations, boosting efficiency.

Bajaj Housing Finance Limited

Credit Analyst- Wholesale Lending (Residential & Commercial Real Estate Financing)

December 2017- January 2021

- Provided strategic planning on the formulation of real estate funding transactions to residential and commercial real estate builders.
- Credit Underwriting and transaction advisory in more than 50 real estate deals with a cumulative value of more than USD 1250 M.
- Engaged with customers to understand project execution and business strategy to advise the most suitable debt-equity structure.
- Pitched appraisals to top management, articulating the outcome of in-depth financial due diligence, financial analysis, ratio analysis, cash flow models, and market analysis using tools like Microsoft Excel, Word, and PowerPoint.
- Thoroughly scrutinized micro markets, financial statements, forecasted sales and cash flow, sensitivity analysis, and analyzed property cost components using Excel models to effectively mitigate credit risk.

ACADEMIC PROJECTS:

Real Estate Research

August 2023- December 2023

- Conducted and delivered a Real Estate Economic Analysis of the city of Charlotte, encompassing growth, employment, demographics, transportation, road networks, and vacancy rate analysis, and offered actionable recommendations.
- Researched and devised strategies for leasing, construction, sale, and means of financing using financial models and financial metrics like IRR, NPV, project feasibility and equity waterfall for Retail, Industrial, Office, Multi-family, and Commercial properties.

ADDITIONAL INFORMATION:

- **Organization:** The Real Estate Club, UTD (Member)
- **Certifications:** CFA Level 1, Costar, Bloomberg, FactSet, Refinitiv
- **Software:** Eikon DataStream, SDS Platinum, Microsoft Office-Excel/Word/PowerPoint, Tableau, Capital IQ, Bloomberg, Power Bi
- **Languages:** English, Hindi, Marathi
- **Eligibility:** Eligible to work in the U.S. for internships and for full-time employment for up to 36 months without sponsorship.

Agustin Chouza

Dallas, TX | agchouza@gmail.com | 832-904-9671 | <https://www.linkedin.com/in/agustinchouza/>

EDUCATION

The University of Texas at Dallas, Naveen Jindal School of Management

Dallas, TX

Bachelor of Science, Finance with Real Estate Investment Management Concentration

Dec 2024

- **Clubs and Societies:** Golf Club, Real Estate Club, Chi Phi Fraternity.

PROFESSIONAL EXPERIENCE

Project Destined

Dallas, TX

Commercial Real Estate Intern, Invesco

Sep 2024 - Present

- Participated in the evaluation of a live real estate deal involving the development of a mixed-use asset in Dallas, TX.
- Prepared and presented an investment memo to real estate professionals from Invesco and other real estate firms.
- Worked with professionals at Invesco to build 10-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates.

Credible Labs.

Durham, NC

Loan Operations Intern

May 2024 - Aug 2024

- Managed the seamless processing of \$6.3 million within the team's \$65 million total loan volume, ensuring timely and accurate delivery to partner lenders.
- Conducted detailed lender accreditation using Excel, resolving discrepancies between internal and partner lender reports to ensure accurate credit for completed applications.
- Generated and maintained daily, weekly, and monthly revenue reports, providing essential data for the business intelligence team to facilitate accurate invoicing for lenders.

Aimbridge Hospitality

Plano, TX

Operations Agent

Oct 2023 - Jan 2024

- Created regular reports, providing insights into occupancy rates, revenue per available room, and other key performance indicators.
- Served as the link between clients and the finance office to resolve billing inquiries and ensure accurate invoicing.
- Designed and implemented a data-driven daily cleaning schedule, optimizing housekeeping resources and enhancing overall guest satisfaction.

Vejarano & Calderón

Madrid, ESP

Investor Outreach & Database Management Intern

Jun 2023 - Aug 2023

- Analyzed market trends and investor preferences to refine outreach strategies, resulting in an increase of positive responses from potential investors.
- Employed careful attention to detail in creating 1000+ investor profiles, ensuring accurate and up-to-date information for efficient outreach efforts.
- Actively contributed to internal discussions, sharing insights gained from interactions with investors, which informed the firm's strategic decision-making process.

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

Real Estate Club at UT Dallas

Dallas, TX

Active Member

Aug 2022 - Present

- Participated in networking events and meetings with real estate professionals to gain insights and build connections with potential employers and clients.
- Conducted extensive market research and analysis to identify opportunities and trends in the real estate industry, including property values, rental rates, and market demand.

Student Government at UTD

Dallas, TX

Student Senator

May 2022 - May 2023

- Facilitated communication between students and staff by being an active voice for the student body.
- Contributed to 37 policy modifications and new ideas for campus improvement.

ADDITIONAL INFORMATION

Computer: Intermediate to advanced proficiency using Microsoft Suites (Excel, PowerPoint, Outlook)

Licenses & Certifications: Master Microsoft Excel, Real Estate Financial Modeling Bootcamp by Justin Kivel

Languages: Fully bilingual in Spanish and English (speaking, reading, writing, and listening comprehension)

Interests: Golf, Downhill Ski, Mountain Climbing, Soccer (Real Madrid), Formula 1 (Checo fan)

Dan Dolan, P.G.

972.454.0130 ; Thomas.Dolan@utdallas.edu

www.linkedin.com/in/DFWdandolan/ ; www.dandolan.fathomrealty.com

EDUCATION

The University of Texas at Dallas | Active member in *The Real Estate Club at UTD*

December 2025

M.Sc. Geographic Information Systems ('24) | Remote Sensing ('25) | Geospatial Intelligence ('25)

GPA 3.9

LiDAR Project Management Automation by uploading construction-site point-cloud into a GIS

1400 Firebird 7.5 acres Cost & Suitability Analysis for Urban Development Design

The University of Arkansas | (SGE) Earth Science Honor Society, (AAPG) Student Chapter President

December 202

B.S. Earth Science ('12), B.S. Geology ('13), B.A. Geography ('13), M.S. Geology ('14)

GPA 3.8

PROFESSIONAL PROFILE - CERTIFICATIONS, TECHNICAL & SOFTWARE SKILLS

Professional Geoscientist(P.G.15292), LPST Project Manager (#0000777), & Licensed Realtor (#757538)

ENVIRONMENTAL, CONSTRUCTION, COMMERCIAL REAL ESTATE BUSINESS EXPERIENCE

Professional Skills
Software Skills

National Association of Realtors, 40-Hr HAZWOPER, TBPG, TCEQ
ESRI – ArcGIS, ERDAS, QGIS, Quire, ProCore, Petrel, Petra, SMT Kingdom

APEX GEOS Investments, (Series-LLC.) | ROCKS & Real Estate | ROCKS Real Estate Services, PLLC. | Richardson, TX

Professional Geoscientist, Project Manager, & Environmental Realtor Consultant in CRE **risk due diligence**

- k...h...U...o...# **May 2020-Present**
- *1Financing Experience for FHA, conventional, HELOC, DSCR, & Ground-Up Construction
- h...flow-line...Chau...you...ou...
- #...ed with CRE developers on land use feasibility study risk assessments, facilitating projects >\$10 MM
- *3Directed Environmental compliance regarding landfills, water wells, storm water (SWPPP)
- *3Conducted soil & water testing, ensuring compliance for commercial & industrial projects
- *3Specialized in managing ESA Phase I/II, Property Condition Assessment (PCA) for minimized capital risk
- *3Project Manager subsurface consultation on environmental remediation for Affected Property Assessment (APAR)

Home Elevator of Texas, Farmers Branch, TX | DFW Sales, Office, and Project Manager

Residential & Commercial projects for everything elevating in North Texas

February 2022 - June 2023

- Elevator-aid to architects, builders, and contractors for project completion
- Managed Sales, Project Management, Scheduling, and Installation to Service
- Increased sales by 43% in 1st year and built Project-Management Skill-set
- Data mapping of industry to target the best customer base using tapestry segmentation thus increasing ROI

Denbury Resources Inc. | Plano, TX | Business Unit CCS Development Operations Geologist

January 2015- July 2020

- Led geospatial mapping for critical decision-making considerations in real estate development.
- Supervised economic lease analysis aligning with property valuation and investment analysis for CRE.
- Recommended lease expiration & development strategy for negotiating property deals maximizing profitability.
- Resolved operational issues using technical data, akin to asset management challenges & land use optimization.

PROFESSIONAL CERTIFICATIONS

(NAR) National Association of Realtors

March 2021

- Licensed Realtor# 0757538

Champions School of Real Estate, LTD

- Real Estate Marketing, Real Estate Investment, Real Estate Brokerage

March 2023

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

CAELAN KONGANDA

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

EDUCATION

The University of Texas at Dallas, Richardson, TX

December 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

Highland Park High School, Dallas, TX

August 2016 - May 2020

Highland Park Men's Golf Team, Bronze Presidential Service Award

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.
- Ensured financials supported investments under \$10M with ROI and CAP rates 6%+ outlined in underwriting assessments.
- Leveraged Appfolio to audit leases for 15+ retail centers ensuring accuracy.

Medical City Healthcare, Dallas, TX

November 2022 – June 2023

Finance Intern

- Managed month-end close processes including journal entry posting and balance sheet reconciliations.
- Reviewed contracts to ensure compliance with ICC and SOX standards, utilizing eRecon and HOST for accurate invoice coding and documentation across Microsoft platforms.

Texas Tech University Psychology Department, 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

January 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

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

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Benjamin Seider

Richardson, TX, 75081; 972-602-5476; btseider@gmail.com
<https://www.linkedin.com/in/benjaminseider/>

EDUCATION

The University of Texas at Dallas

B.S., Business Administration (Real Estate Investment Management)

Comet Transfer Scholarship

Dean's List

Graduation December of 2024

GPA 3.88/4.00

RELEVANT COURSES

- Real Estate Finance and Principles
- Real Estate Law and Contracts
- Real Estate Valuation
- Principles of Marketing
- International Business
- Supply Chain and Operations Management
- Purchasing and Sourcing Management

EXPERIENCE

American Communities, Plano, TX

May 2024 – August 2024

Property Operations Intern

- Assisted in training new staff
- Identified, analyzed, and recommended changes to leadership regarding property concerns
- Utilized software programs to manage all aspects of properties

First Baptist Church of Richardson, Richardson, TX

September 2022 – May 2024

Activities Center Manager

- Trained and scheduled staff to work open gym hours
- Negotiated, created, and managed rental contracts to create steady income for the organization
- Utilized software programs to schedule events, manage gym memberships, and send invoices
- Reviewed/submitted payroll

First Baptist Church of Richardson, Richardson, TX

June 2020 – May 2024

Maintenance Worker

- Created Excel inventory sheet to track tools owned by the organization increasing work efficiency
- Performed property maintenance and upkeep

VOLUNTEER EXPERIENCE

First Baptist Church of Richardson, Richardson, TX

August 2017 – Present

- Retreat and camp leader for 7th-12th grade students
- Unloaded and organized food products for monthly food drives
- Worked with Feed My Starving Children to pack meal bags for children

SPIARS Cares, Plano, TX

September 2023 – Present

- Worked with Sleep in Heavenly Peace to build beds for children

ADDITIONAL INFORMATION

Technical Skills: Microsoft products (Excel, PowerPoint, Word, Outlook), Tableau, Yardi, Blue Moon

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

Education

The University of Texas at Dallas, B.S. Finance

GPA 3.52

December 2024, Dallas, TX

Coursework

Investment Management, Intermediate Financial Management, Business Finance, Financial Modeling, Management Accounting & Financial Accounting

Real Estate Principles & Real Estate Finance and Investment

PROFESSIONAL EXPERIENCE

Fisher Investments - Financial Planning Operations Junior Associate – Plano, Tx **August 2023 - Present**

- Assist 90+% of US PCG groups on client's tax planning & preparation, financial planning, and insurance needs
- Prospected local CPA firms across the U.S. to partner with Fisher for client's tax planning & preparation
- Created new workflow processes and optimization with CRM migration to Salesforce reducing time spent by 30%

Fortress Investment Group – Private Credit & Commercial REIT Intern – Dallas, TX **June 2023 – August 2023**

- Assisted with market and data analytics to evaluate 20+ commercial real estate investment opportunities
- Created summary reports for senior management detailing market and competitor trends
- Applied Pillars of Wall Street modeling course to forecast financial performance based on financial statements
- Consolidated unstructured Salesforce data sets using excel skills to improve decision making for senior leadership

Fisher Investments - Financial Planning Services Junior Associate – Plano, TX **November 2022 – June 2023**

- Collaborated with the Financial Planners to present financial plans to clients from \$500k-\$48MM total net worth
- Reduced process and communication inefficiencies by 10%+ leading additional clients serviced
- Coordinated with Financial Planning and Estate Planning teams to complete over 1,000+ clients requests per quarter

Fisher Investments - Regional Sales Junior Associate – Plano, TX **July 2022 – November 2022**

- Leveraged proficiencies in service offering to assist internal groups in a timely manner to fulfill client needs and wants
- Handled new onboarding process and maintenance needs for clients with net worth totaling from \$500k-\$30M
- Improved efficiencies in internal business communication to increase deliverables and reduce lag time by 20%

LEADERSHIP & ACTIVITIES

UTD Badminton Club – President – Dallas, TX **June 2022 – Present**

- Managed practice, finances, inventory, membership, and authored club constitution for 20+ members
- Fostered a welcoming and inclusive environment and with focus on minority and underrepresented communities
- Participated in statewide league competitions and fostering the team towards notable success

UTIMCO – UTIMCO Scholar – Remote **Summer 2022; Summer 2023**

- Selected to be one of four students from UT Dallas to participate in UTIMCO Scholars summer program
- Engaged in 10 weekly sessions focused on professional development, investing and the asset management industry
- Attended seminars with guest speakers from Blackrock, PIMCO, Heinz, Fortress, and Goldman Sachs

ACADEMIC PROJECTS

Junonia Partners – Business Analyst – Dallas TX **August 2024 – December 2024**

- Utilized Power Bi to map data from Gusto, QuickBooks, and Teamwork to make data-driven executive decisions
- Generated actionable items to improve operational efficiency, client profitability, and staff utilization to senior leaders

Weitzman – Retail Analyst – Addison, TX **October 2024**

- Created exit strategy for retail center based on site analysis, market analysis, lease comps, & cash flow projections

Falcon Commercial Development – Industrial Analyst – Dallas TX **September 2024**

- Recommended site plan development based on site analysis, market analysis, lease comps, & cash flow projections

AWARDS & HONORS

-
- Herbert D. Weitzman Institute for Real Estate Scholarship, Fall 2024
 - RMHC of Greater North Texas Scholarship Recipient, Fall 2021
 - United States President's Volunteer Service Award, Fall 2020

ADDITIONAL INFORMATION

Technical Skills: Salesforce, Bloomberg, Power Bi, Tableau, Excel, Word, PowerPoint,

Languages: English, conversational in Chinese

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



Herbert D. Weitzman
Institute for Real Estate

REAL ESTATE INVESTMENTS

Career Candidates
Full-Time Positions

FALL/WINTER 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	May 2025
Master of Science, Management Science (Real Estate Concentration) Dean's Excellence Scholarship Nash Leader <i>Relevant Coursework: Financial Modeling, Real Estate Finance, Project Management, Business Analytics, Statistics</i>	
National Institute of Technology Calicut , Kozhikode, India	May 2023
Bachelor of Technology, Computer Science and Engineering	

AWARDS & HONORS

SIOR Commercial Real Estate Scholarship , Society of Industry and Office Realtors (SIOR)	June 2024
Beck Group Fellowship for Real Estate , UT Dallas Naveen Jindal School of Management	June 2024

PROFESSIONAL EXPERIENCE

KanTime , Plano, Texas	May 2024 – Present
<i>Technical Product Manager Intern</i>	Aug 2024 – Present
<ul style="list-style-type: none">Conducted competitor analysis and authored a 20-page feasibility study, identifying 3 new product opportunities for clinical decision support features.Networked with 100+ industry professionals at a user conference, participated in 5 product development workshops, and generated 3 new product ideas, establishing connections with 10 prospective users.	
<i>Data Analyst Intern</i>	May 2024 – Aug 2024
<ul style="list-style-type: none">Compiled and analyzed 100K rows of Medicare data from 50 states using Excel VBA and SQL and created interactive data visuals using Tableau to develop state-specific payer program dashboards.Developed an ML model using machine learning algorithms on 500+ patient records, predicting hospitalization risk.	
Apollo Hospitals , Kochi, India	May 2023 – July 2023
<i>Finance Analyst Intern</i>	
<ul style="list-style-type: none">Conducted financial analysis on six high-volume orthopedic surgeries on MS Excel, utilizing LOOKUPS, and pivot tables, optimizing surgery fee packages to increase profit margins by 15%.Created data visualizations and dashboards to display information creatively to senior leadership, reducing reporting time by 30% and improving client comprehension of KPIs.	
Oracle , Hyderabad, India	May 2022 – July 2022
<i>Applications Development Intern</i>	
<ul style="list-style-type: none">Collaborated with stakeholders to gather requirements, create documentation, and test a HCM chatbot system, resulting in a successful launch with zero critical errors.Developed a project plan on Smartsheet and facilitated weekly team meetings to ensure timely project completion, reducing development time by 20% compared to estimates.	
Family Real Estate Business , Kochi, India	May 2020 – April 2022
<i>Commercial Real Estate Analyst</i>	
<ul style="list-style-type: none">Transformed real estate operations through Excel-based data analysis and digital tools, identifying discrepancies in financial models and improving transparency.Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.Interacted with clients in due diligence processes and conducted 15 site tours to understand needs and present solutions, leveraging strong communication skills to build trusted advisor relationships.	

PROJECT EXPERIENCE

Supermarket Data Analytics: Optimizing Operations through Advanced SAS Analysis	January 2024 – May 2024
<ul style="list-style-type: none">Analyzed US supermarket chain data using SAS Enterprise Miner, applying market basket analysis, customer segmentation, and regression modeling on 50+ branches and 7,500+ transactions.	

SKILLS/CERTIFICATIONS

Certified Associate in Project Management (CAPM) , Project Management Institute	January 2024
Excel Financial Modeling , Herbert D. Weitzman Institute for Real Estate	April 2024
ARGUS Workshop , Herbert D. Weitzman Institute for Real Estate	May 2024
<i>Skills:</i> ARGUS, Excel, VBA, Visio, PowerPoint, SAP, SAS, Tableau, PowerBI, Adobe Suite, Python, SQL, HTML, CSS, Java, React, C, C++	
<i>Eligibility:</i> VISA, Eligible to work in the US for internships and full time for up to 36 months	

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

Bachelor of Arts, Technology and Emerging Communications

August 2020 – May 2024

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

Smithavarun Bavirishetti

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EDUCATION

The University of Texas at Dallas

Dec 2025

M.S., Finance

3.75 GPA

Christu Jyothi Institute of Technology and Science (affiliated to JNT University Hyderabad)

Nov 2014

B.Tech., Mechanical Engineering

Academic Projects

NTXIA Non-Profit Organization (**The University of Texas at Dallas**)

May 2024- Jul 2024

- **Innovation@work**, Applied Lean Innovation methods to a real-world company problem regarding increasing membership and designing Key Performance Indicators.

BUSINESS EXPERIENCE

International Peer Advocate, Intercultural Programs, **The University of Texas at Dallas**

Jul 2024- Present

- **Facilitated** in creating and implementing transitional programs for 1,200+ international students each semester.
- **Planned** for cross-cultural problem-solving and represent ICP as a student leader.

Telangana State Co-operative Apex Bank Limited, Hyderabad, TS, India

Staff Assistant

Jan 2018–Jan 2024

- **Led** database migration project, enhancing work efficiency by 20%, and streamlined leave application process, reducing processing time by 30%.
- **Implemented** Excel techniques, cutting financial review turnaround by 25% and ensuring timely reporting.
- **Reviewed** 80+ internal reports, improving operational efficiency and reducing risk incidents by 35%.
- **Resolved** long-standing reconciliation issues for GL heads, using CBS reports and archived records, reducing auditors' workload by 15% and achieving 100% reconciliation accuracy.

President, APCOB TEU (Employees' union), Telangana State Co-operative Apex Bank Limited, Hyderabad Jan 2020–Jan 2022

- **Negotiated** and executed 5 collective bargaining agreements, yielding a 50% rise in average wage and 10% enhancement in working conditions, encompassing heightened safety measures.
- **Successfully** advocated for and secured National Pension Scheme benefits for 500 employees, leading to a 10-15% increase in income for each member.

Spokesperson, APCOB TEU, Telangana State Co-operative Apex Bank Limited, Hyderabad

Sep 2019–Jan 2020

- Researched loopholes in Telangana's cooperative systems, presented findings to state-level committee, and influenced Cooperative HR Policy, enhancing operations for 6,000+ statewide employees.

The Warangal District Co-operative Central Bank Ltd., Warangal, TS, India

Staff Assistant

Jan 2016–Jan 2018

- Leveraged strong analytical skills to ensure Due Diligence compliance in branch operations.

VOLUNTEER

Student Mentor, **Prodigy Finance**

Feb 2024–Present

ORGANIZATIONS

Vice President, **Badminton Club, UTD**

Apr 2024–Present

Founding Treasurer, **Campus Emergency Response Team, UTD**

Jul 2024–Present

Member, **University Toastmasters of Dallas, UTD**

Jan 2024–Present

ADDITIONAL INFORMATION

Technical Skills: Argus, Power BI, Advanced MS Excel (Pivot, Lookup), AUTOCAD, Bloomberg.

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions for 36 months (STEM) without sponsorship

NOAH BOWES

Richardson, 75080 • (832)-993-2157 • neb.vby@gmail.com

EDUCATION

The University of Texas at Dallas – Richardson, Texas

Bachelor of Science in Finance

Spring 2025

- Minor: Asian Studies
- GPA: 3.0

EXPERIENCE

Granite Construction – The Woodlands, Texas

May 2023 – August 2023

Finance Summer Internship, Real Estate and Financial Reporting

- Created a project outline of a 6,000-acre master plan in Sacramento County for Granite's future investments
- Calculated budgetary trends across 10 years of Granite's only costs for the master plan by sifting through excel files
- Wrote a guide for Reviewers on Workiva for reviewing and commenting on the Proxy, 10-Q, and FRP

Weitzman Group – Dallas, Texas

August 2024 – October 2024

Real Estate Forecast Specialist Internship

- Analyzed onsite properties across DFW to express opportunities for mismanaged properties in low-income communities, while documenting photographic evidence
- Wrote 20+ Survey Data Sheets of property vacancies across the retail sector of DFW.

PROFESSIONAL DEVELOPMENT

2023 IREM Real Estate Case Challenge

August 2023 - September 2023

- Won 1st place against Southern Methodist University and University of North Texas with a cash prize of \$5,000 among 5 other team members representing UT Dallas.
- Developed a management plan for a deteriorating office building to maximize property's value
- Gathered property and financial analysis details of maintenance needs by estimating costs of HVAC replacement, window tint replacements, to project further maintenance budget and expenditures for the property

FLA's Securities Analysis Competition

September 2022 – December 2022

- Analyzing the healthcare company, DaVita, and develop a financial report to recommend buying or selling stock to industry professionals
- Functioned as head researcher to create company analysis and investment risk report
- Forecasted financial assumptions on revenue within the next five years from public reports

ACADEMIC PROJECTS

Non-profit Deliverables Project, Community Engagement

September 2024 – December 2024

- Created financial and real estate education deliverables for the non-profit organization, FEDA
- Constructed a rough draft of a programable simulation concept on the financial function of mortgage payments.
- Led research topics using Microsoft Word about home ownership and mortgage payment statistics

CAMPUS INVOLVEMENT

Financial Leadership Association of UT Dallas, Member

September 2022-Present

Real Estate Club of UT Dallas, Member

October 2022-Present

ADDITIONAL INFORMATION

Technical Skills: Microsoft Suite Excel, PowerPoint, Word, Outlook, Workiva

Languages: Mandarin HKS 2 | **Work Eligibility:** Eligible to work in the U.S. with no restrictions

Komal Chakravarthula

945-283-6272 | chakravarthulakomal@gmail.com | <https://www.linkedin.com/in/komalch/>

EDUCATION

The University of Texas at Dallas – Dallas, Texas

May 2025

Master of Science, Financial Mathematics

GPA 3.62

- **Relevant Coursework:** Financial Modeling for Valuation, Accounting for Managers, Mathematical Methods in Finance, Derivatives, Analytics of Finance.

Amity University – Noida, India

May 2022

Bachelor of Business Administration in Finance and Accounting

GPA 3.6

PROFESSIONAL EXPERIENCE

The University of Texas at Dallas – Dallas, Texas

Aug 2024 -Present

Graduate Teaching Assistant

- Educated 150+ graduate students in business and real estate courses: Financial Management, Real Estate Market Analysis and Investments, and Introduction to Real Estate.
- Developed and delivered lectures on concepts, Net Income, DCF models, risk analysis, Economic Base Analysis, and Liquidity Coverage Ratio aligning with course objectives to enhance students' analytical skills.

Berkadia (A Berkshire Hathaway and Jefferies Company) – Hyderabad, India

May 2022 – June 2023

Financial Analyst – Commercial Real Estate

- Performed in-depth analysis of financial statements and credit risk models for a \$20 million portfolio, reducing default rates by 15% through detailed sensitivity analysis and implementing early warning triggers.
- Optimized financial tracking and reporting processes by reconciling outstanding funds and borrower payments, ensuring 100% SLA compliance.

PSG Pharmaceutical – Hyderabad, India

Oct 2020 – April 2022

Finance and Accounting Co-Op

- Led a team of 10+ interns to prepare financial statements and forecast budgets, improving efficiency by 40%.
- Created a dynamic financial forecasting model that projected revenue and expenses, resulting in a 150% increase in profit margins by optimizing cost allocation and pricing strategies.

LEADERSHIP AND AWARDS

Herbert Weitzman Institute of Real Estate

Aug 2023 - Present

Vice President of Communications

- Led the university's largest student organization, driving a 120% increase in membership through strategic events and alumni engagement.
- Organized events featuring industry professionals and conducted financial modeling workshops to enhance students' real estate knowledge and skill.

Dean's Excellence Scholar - UTD

CoreNet Global North Texas Scholar

Society of Industrial & Office Realtors Scholar

NASH Leadership Fellow

ACADEMIC PROJECT

Quantitative Portfolio Optimization

- Conducted in-depth stock return analysis and optimized portfolios, focusing on correlation, covariance, and risk management strategies to maximize the Sharpe ratio.
- Utilized advanced data analysis techniques to determine optimal portfolio weights and assessed the relationship between selected stocks and market trends.

SKILLS

95

Skills: Advanced Excel (Pivot Tables, VBA, Macros), R, Bloomberg Terminal, Financial Modeling, ARGUS, CoStar.

MADHUR SUNIL CHAUDHARI

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EDUCATION

The University of Texas at Dallas (UTD)

Master of Science, Finance

Herbert D. Weitzman Real Estate Fellowship recipient

December 2024

GPA- 3.75

Institute of Chartered Accountants of India (ICAI)

Chartered Accountant, Accounting and Finance

January 2017

Savitribai Phule Pune University

Bachelor of Commerce, Statistics

April 2014

PROFESSIONAL EXPERIENCE

Athene USA

Risk Co-op- Derivatives Hedging

December 2023- Present

- Strengthened financial derivatives concepts such as options, futures, swaps, and integrated statistical and derivatives pricing models
- Led the automation and streamlining of derivatives hedging processes using Python/SQL, achieving a 15% increase in operational efficiency by optimizing workflow and reducing manual errors.
- Supported traders by developing and analyzing daily hedging reports and constructing risk management tools, which enhanced profitability monitoring and strategic decision-making.

CRISIL Global Research and Risk Solutions

Senior Analyst

March 2022- December 2022

- Standardized financial models for 15+ companies, enhancing income statements, balance sheets, and cash flow statements, showcasing financial reporting acumen.
- Achieved a 40% boost in operational efficiency by identifying root cause and revamping financial analysis workflows and implementing risk monitoring, demonstrating expertise in financial modeling.
- Directed a team of 5+, fostering their understanding of US GAAP, due diligence, key financial concepts, which improved financial analysis and reporting quality, highlighting leadership and team management process.

MNM Wealth Management

Co-Founder

January 2021- March 2022

- Achieved 190% growth in assets under management through strategic marketing and client relationship management.
- Led webinars and client meetings, crafting financial plans that met investment goals and fostered long-term growth.
- Managed a team of analysts to uncover investment opportunities and streamline operations, boosting efficiency.

Bajaj Housing Finance Limited

Credit Analyst- Wholesale Lending (Residential & Commercial Real Estate Financing)

December 2017- January 2021

- Provided strategic planning on the formulation of real estate funding transactions to residential and commercial real estate builders.
 - Credit Underwriting and transaction advisory in more than 50 real estate deals with a cumulative value of more than USD 1250 M.
 - Engaged with customers to understand project execution and business strategy to advise the most suitable debt-equity structure.
 - Pitched appraisals to top management, articulating the outcome of in-depth financial due diligence, financial analysis, ratio analysis, cash flow models, and market analysis using tools like Microsoft Excel, Word, and PowerPoint.
 - Thoroughly scrutinized micro markets, financial statements, forecasted sales and cash flow, sensitivity analysis, and analyzed property cost components using Excel models to effectively mitigate credit risk.
-

ACADEMIC PROJECTS:

Real Estate Research

August 2023- December 2023

- Conducted and delivered a Real Estate Economic Analysis of the city of Charlotte, encompassing growth, employment, demographics, transportation, road networks, and vacancy rate analysis, and offered actionable recommendations.
 - Researched and devised strategies for leasing, construction, sale, and means of financing using financial models and financial metrics like IRR, NPV, project feasibility and equity waterfall for Retail, Industrial, Office, Multi-family, and Commercial properties.
-

ADDITIONAL INFORMATION:

- **Organization:** The Real Estate Club, UTD (Member)
- **Certifications:** CFA Level 1, Costar, Bloomberg, FactSet, Refinitiv
- **Software:** Eikon DataStream, SDS Platinum, Microsoft Office-Excel/Word/PowerPoint, Tableau, Capital IQ, Bloomberg, Power Bi
- **Languages:** English, Hindi, Marathi
- **Eligibility:** Eligible to work in the U.S. for internships and for full-time employment for up to 36 months without sponsorship.

Tommy Cherucheril

Frisco, Texas, 75035; (214) 783-1403; tcheru07@gmail.com
<https://www.linkedin.com/in/tommycherucheril/>

PROFESSIONAL SUMMARY

Motivated finance student with a strong background in investment banking and real estate. Incredible work ethic, very coachable, and high attention to detail. Skilled in financial modeling, real estate underwriting and acquisition, contract structuring and negotiation, and client interaction. Seeking an internship opportunity to gain hands-on finance experience whilst applying current skill set to make positive contributions to the team.

EDUCATION

The University of Texas at Dallas

December 2025

Bachelor of Science, Finance (Real Estate Finance Concentration)

GPA 3.4 (3.62 last 3 semesters)

Relevant Coursework: Investment Management, Financial Management, Financial Modeling, Real Estate Principals, Business Finance, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, IT for Business, etc.

PROFESSIONAL EXPERIENCE

The Vant Group, Dallas, TX

September 2024 – Present

Investment Banking Analyst Intern

- Assisted in financial modeling and analysis for mergers and acquisitions engagements
- Drafted and finalized supportive marketing materials for clients such as executive summaries, confidential information memorandums, etc.
- Assisted Managing Directors with ad hoc tasks related to their deals

Shaddock Homes, LTD, Plano, TX

May 2024 – August 2024

Land Acquisitions Summer Analyst

- Conducted detailed underwriting for two acquisitions valued over \$100MM by preparing forecasts, pro forma quarterly income and cash flow statements, and vertical construction pro forma models
- Produced comparative market analyses to evaluate market trends and property values by collecting data for over 1000 new home builds across DFW in order to develop pricing strategies
- Researched geographic trends, market conditions, and competitor pricing to create compelling data visualizations and presentations to propose land acquisition recommendations to upper management

Beam Real Estate, LLC, Flower Mound, TX

April 2023 – Present

Licensed Texas Realtor

- Closed or currently executing a total of over \$2 million in residential real estate transactions this year
- Guided home buyers and sellers through sales and purchases of properties, advising on market conditions, prices, mortgages, legal requirements, and related matters
- Coordinated property closings, overseeing the document signing and fund disbursement

ORGANIZATION EXPERIENCE

Real Estate Club at UTD, IREM Case Competition Team

September 2024 – Present

- Won 1st Place at the 2024 IREM Dallas Case Competition after being selected to represent the University of Texas at Dallas.
- Gained experience in real estate financial underwriting and pitching commercial real estate investments to judges

Beta Chi Theta National Fraternity, Inc., Social Chair

December 2022 – Present

- Negotiated contracts with venue owners to organize events
- Recruited new members and arranged recruitment events, increasing recruitment by 40% in 2023

ADDITIONAL INFORMATION

Skills: ARGUS Enterprise, Microsoft Suite, Tableau, SQL, Adobe Creative Cloud, NTRIS

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

Agustin Chouza

Dallas, TX | agchouza@gmail.com | 832-904-9671 | <https://www.linkedin.com/in/agustinchouza/>

EDUCATION

The University of Texas at Dallas, Naveen Jindal School of Management Dallas, TX
Bachelor of Science, Finance with Real Estate Investment Management Concentration Dec 2024
• **Clubs and Societies:** Golf Club, Real Estate Club, Chi Phi Fraternity.

PROFESSIONAL EXPERIENCE

Project Destined Dallas, TX
Commercial Real Estate Intern, Invesco Sep 2024 - Present

- Participated in the evaluation of a live real estate deal involving the development of a mixed-use asset in Dallas, TX.
- Prepared and presented an investment memo to real estate professionals from Invesco and other real estate firms.
- Worked with professionals at Invesco to build 10-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates.

Credible Labs. Durham, NC
Loan Operations Intern May 2024 - Aug 2024

- Managed the seamless processing of \$6.3 million within the team's \$65 million total loan volume, ensuring timely and accurate delivery to partner lenders.
- Conducted detailed lender accreditation using Excel, resolving discrepancies between internal and partner lender reports to ensure accurate credit for completed applications.
- Generated and maintained daily, weekly, and monthly revenue reports, providing essential data for the business intelligence team to facilitate accurate invoicing for lenders.

Aimbridge Hospitality Plano, TX
Operations Agent Oct 2023 - Jan 2024

- Created regular reports, providing insights into occupancy rates, revenue per available room, and other key performance indicators.
- Served as the link between clients and the finance office to resolve billing inquiries and ensure accurate invoicing.
- Designed and implemented a data-driven daily cleaning schedule, optimizing housekeeping resources and enhancing overall guest satisfaction.

Vejarano & Calderón Madrid, ESP
Investor Outreach & Database Management Intern Jun 2023 - Aug 2023

- Analyzed market trends and investor preferences to refine outreach strategies, resulting in an increase of positive responses from potential investors.
- Employed careful attention to detail in creating 1000+ investor profiles, ensuring accurate and up-to-date information for efficient outreach efforts.
- Actively contributed to internal discussions, sharing insights gained from interactions with investors, which informed the firm's strategic decision-making process.

LEADERSHIP AND PROFESSIONAL DEVELOPMENT

Real Estate Club at UT Dallas Dallas, TX
Active Member Aug 2022 - Present

- Participated in networking events and meetings with real estate professionals to gain insights and build connections with potential employers and clients.
- Conducted extensive market research and analysis to identify opportunities and trends in the real estate industry, including property values, rental rates, and market demand.

Student Government at UTD Dallas, TX
Student Senator May 2022 - May 2023

- Facilitated communication between students and staff by being an active voice for the student body.
- Contributed to 37 policy modifications and new ideas for campus improvement.

ADDITIONAL INFORMATION

Computer: Intermediate to advanced proficiency using Microsoft Suites (Excel, PowerPoint, Outlook)

Licenses & Certifications: Master Microsoft Excel, Real Estate Financial Modeling Bootcamp by Justin Kivel

Languages: Fully bilingual in Spanish and English (speaking, reading, writing, and listening comprehension)

Interests: Golf, Downhill Ski, Mountain Climbing, Soccer (Real Madrid), Formula 1 (Checo fan)

Dan Dolan, P.G.

972.454.0130 ; Thomas.Dolan@utdallas.edu

www.linkedin.com/in/DFWdandolan/ ; www.dandolan.fathomrealty.com

EDUCATION

The University of Texas at Dallas | Active member in *The Real Estate Club at UTD*

December 2025

M.Sc. Geographic Information Systems ('24) | Remote Sensing ('25) | Geospatial Intelligence ('25)

GPA 3.9

LiDAR Project Management Automation by uploading construction-site point-cloud into a GIS

1400 Firebird 7.5 acres Cost & Suitability Analysis for Urban Development Design

The University of Arkansas | (SGE) Earth Science Honor Society, (AAPG) Student Chapter President

December 202

B.S. Earth Science ('12), B.S. Geology ('13), B.A. Geography ('13), M.S. Geology ('14)

GPA 3.8

PROFESSIONAL PROFILE - CERTIFICATIONS, TECHNICAL & SOFTWARE SKILLS

Professional Geoscientist(P.G.15292), LPST Project Manager (#0000777), & Licensed Realtor (#757538)

ENVIRONMENTAL, CONSTRUCTION, COMMERCIAL REAL ESTATE BUSINESS EXPERIENCE

Professional Skills
Software Skills

National Association of Realtors, 40-Hr HAZWOPER, TBPG, TCEQ
ESRI – ArcGIS, ERDAS, QGIS, Quire, ProCore, Petrel, Petra, SMT Kingdom

APEX GEOS Investments, (Series-LLC.) | ROCKS & Real Estate ROCKS Real Estate Services, PLLC. | Richardson, TX

Professional Geoscientist, Project Manager, & Environmental Realtor Consultant in CRE **risk due diligence**

- k h U 00# **May 2020-Present**
- *1Financing Experience for FHA, conventional, HELOC, DSCR, & Ground-Up Construction
- h flow-line 'Chau' 'you' 'ou'
- .
- # ed with CRE developers on land use feasibility study risk assessments, facilitating projects >\$10 MM
- *3Directed Environmental compliance regarding landfills, water wells, storm water (SWPPP)
- *3Conducted soil & water testing, ensuring compliance for commercial & industrial projects
- *3Specialized in managing ESA Phase I/II, Property Condition Assessment (PCA) for minimized capital risk
- *3Project Manager subsurface consultation on environmental remediation for Affected Property Assessment (APAR)

Home Elevator of Texas, Farmers Branch, TX | DFW Sales, Office, and Project Manager

Residential & Commercial projects for everything elevating in North Texas

February 2022 - June 2023

- Elevator-aid to architects, builders, and contractors for project completion
- Managed Sales, Project Management, Scheduling, and Installation to Service
- Increased sales by 43% in 1st year and built Project-Management Skill-set
- Data mapping of industry to target the best customer base using tapestry segmentation thus increasing ROI

Denbury Resources Inc. | Plano, TX | Business Unit CCS Development Operations Geologist

January 2015- July 2020

- Led geospatial mapping for critical decision-making considerations in real estate development.
- Supervised economic lease analysis aligning with property valuation and investment analysis for CRE.
- Recommended lease expiration & development strategy for negotiating property deals maximizing profitability.
- Resolved operational issues using technical data, akin to asset management challenges & land use optimization.

PROFESSIONAL CERTIFICATIONS

(NAR) National Association of Realtors

March 2021

- Licensed Realtor# 0757538

Champions School of Real Estate, LTD

- Real Estate Marketing, Real Estate Investment, Real Estate Brokerage

March 2023

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

David Huerta

Carrollton, Texas, 75007; Phone; 2544266691; davidhuerta2002@gmail.com

www.linkedin.com/in/davidhuertarealtor/

EDUCATION

The University of Texas at Dallas

Bachelor of Science, Finance with concentration on Real Estate

Honors and Scholarship(s): Messenger of Hope Scholarship

18 Hours Dual Credit in High School

Graduation December 2024

GPA: 3.621

PROFESSIONAL EXPERIENCE

4 Corners Outreach, Plano, TX

June 2024– Present

Financial Analyst/CEO assistant

- Manage the financial statements of Costa Rica site.
- Streamline from the ground up a customer database for daily operations.
- Advise the state of financials and forecasts to the board of directors.

DHS Realty, Plano, TX

Jan 2024 – Present

Real Estate Agent/Realtor®

- Provide expert guidance to clients seeking homes in the DFW market.
- Empower clients with expert guidance and unwavering support throughout their real estate journey.
- Curate personalized housing solutions to satisfy client's unique taste and preferences.

Let's Fly Realty (INTERSHIP), Dallas, TX

April 2023– July 2023

Commercial Real Estate Market Analytic

- Harness extensive market knowledge to offer tailored location solutions for investors.
- Study demographic and financial markets around DFW metroplex best suited for investors.

Ultima Real Estate, Dallas, TX

May 2021– Jan 2024

Residential Real Estate Agent/Realtor®

- Identify and present prime investment opportunities within the DFW Metroplex.
- Analyze demographic and economic trends in the DFW Metroplex.

The Storehouse Community Center, Plano, TX

October 2020– Present

Spanish Interpreter and Assistant Outside Manager

- Serving the food insecurity population of Collin County.
- Facilitate effective communication with clients through bilingual services.
- Manage traffic flow into the premises to maintain steady and safe business operations.

ORGANIZATION AND LEDEARSHIP EXPERIENCE

Seven Loaves Food Pantry, Spanish Translator

October 2016 – October 2020

- Inspire younger volunteers to continue to help the community with their actions.
- Serve food and care for clients who are experiencing hardships.

The Storehouse Youth Leadership Council (YLC), College Advisor

July 2020–Present

- Coordinate monthly events for the YLC members.
- Guide the younger members in the planned activities around campus.
- Strategize and implement operational enhancements with YLC advisors.

SKILLS

- Proactive, Team Leader, Great Listener, Organized.

ADDITIONAL INFORMATION

Skills: Certified in Microsoft Word, Excel, Power Point and UTD ARGUS Certificate

Languages: English and Spanish

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

AARIZ RAZA KHAN

Northlake, TX, 76226; (469) 922-8787; ark230004@utdallas.edu; www.linkedin.com/in/aariz-raza-khan

EDUCATION

The University of Texas at Dallas - Dallas, TX, USA <i>Master of Science, Finance (Real Estate Track)</i>	Jan 2024 – Dec 2025 GPA 3.7/4
University of Management and Technology - Lahore, Pakistan <i>Bachelor of Science, Economics</i> Dean's Excellence Scholarship Study Abroad: Semester Exchange Program, NEIU - Chicago, USA Study Abroad: Summer Program, LSE-PKU - Beijing, China	Oct 2016 – Oct 2021 CGPA 3.8/4 Jan 2019 – Jun 2019 Jul 2018 – Aug 2018

CERTIFICATION AND TECHNICAL SKILLS

Certification: CFA Level 1 Passed, Bloomberg Market Concepts (BMC), LSEG, FactSet
Finance and Statistics: Financial Modelling, Valuations, Research, Investment Analysis, Report Preparation, Technical Analysis, Fundamental analysis, Financial Management, Presentation, Accounting, Real Estate Appraisal
Software and Database: Argus Enterprise (Anticipated), Advance Expertise in Microsoft Office, Bloomberg Terminal, S&P Capital IQ, SPSS, Power BI, R, LSEG Workspace, FactSet

WORK EXPERIENCE

IGI Finex Securities Limited - Karachi, Pakistan Equity Research Analyst	Jan 2022 – Sep 2023
<ul style="list-style-type: none">Generated investment reports that increased the research department output by 30% by expanding the investment research coverage to the banking and cement sectors, as well as the broader economyBuilt and updated financial models, increasing the companies under coverage by 20%Communicated daily morning news briefings and monthly market presentations on Zoom to the investors and management team and helped increase their attendance rate by 40%Established strong customer relationships and provided guidance for informed investment decisions	
Askari Bank Limited - Karachi, Pakistan Investment Banking Intern	Sep 2021 – Dec 2021
<ul style="list-style-type: none">Assisted in Underwriting the Commercial Real Estate, Cements, and Steel sectors, supporting the team members to accelerate syndicated loan approvals by 30% through assisting in listing, origination, structuring, and concluding debt instrumentsConducted due diligence and analyzed financial statements and models to verify and analyze credit applications, assisting the bank in achieving a monthly target of \$350 million worth of debt instrument portfolioMaintained relationships with institutional partners and corporate clients in syndicated transactions	
Foundation Securities - Karachi, Pakistan Equity Research Analyst Intern	Aug 2017 – Sep 2017
<ul style="list-style-type: none">Assisted analysts in proofreading the investment reports for errors and suggestions and helped the department to increase its productivity by 15%Managed the preliminary work of analysts by extracting and communicating key financial data, resulting in a 20% increase in reports generation	

ADDITIONAL INFORMATION

Accomplishments: *Symposium Presentation on United States Economic Outlook in Chicago:* outstanding research award (NEIU, Chicago, USA, 2019). *National Scrabble Championship* (2nd Runner Up, F Category, PSA, Karachi, Pakistan)

Extracurricular: Student Assistant at Finance Lab (JSOM, UTD, Dallas, USA), Active Real Estate Club Member 2024-2025 (UTD, Dallas, USA), Report Writing at All Pakistan Business Forum 2017 (Volunteer Service, APBF, Lahore, Pakistan), Ignite 2015 (Marketing Manager, FPS, Karachi, Pakistan)

Projects and Thesis: Equity Research and Valuation Project on Netflix (UTD, 2024), Financial Analysis on Big 4 U.S Oil Refining Companies (UTD, 2024), Pakistan Economy, Determinants and Asymmetric Effects (Thesis, UMT, 2022), Investment Research on Telecommunication Companies in the USA (Verizon, AT&T, and Sprint), Energy Stress on Balance of Payments (UMT, 2018)

Languages: English (fluent), Urdu (fluent), Hindi conversational (fluent), Spanish (Basic), Chinese-Mandarin (Basic)

Eligibility: Eligible to work in the US for internships and full-time positions without sponsorship

CAELAN KONGANDA

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

EDUCATION

The University of Texas at Dallas, Richardson, TX

December 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

Highland Park High School, Dallas, TX

August 2016 - May 2020

Highland Park Men's Golf Team, Bronze Presidential Service Award

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.
- Ensured financials supported investments under \$10M with ROI and CAP rates 6%+ outlined in underwriting assessments.
- Leveraged Appfolio to audit leases for 15+ retail centers ensuring accuracy.

Medical City Healthcare, Dallas, TX

November 2022 – June 2023

Finance Intern

- Managed month-end close processes including journal entry posting and balance sheet reconciliations.
- Reviewed contracts to ensure compliance with ICC and SOX standards, utilizing eRecon and HOST for accurate invoice coding and documentation across Microsoft platforms.

Texas Tech University Psychology Department, 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

January 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

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

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Jacob Phillips

713-204-5802 | Austin, TX | jacob@houstonmail.net
[linkedin.com/in/jacob-phillips-878152216](https://www.linkedin.com/in/jacob-phillips-878152216)

EDUCATION

University of Texas - Dallas

MBA, Concentration in Real Estate

GPA: 3.67

Current – May 2025

Texas A&M University

B.S., Animal Science

GPA: 3.69

Honors, Cum Laude

September 2019 - December 2022

Alvin Community College

Associate of Arts

GPA: 3.59

Cum Laude

May 2019

PERSONAL ACHIEVEMENTS

- Eagle Scout
- Black Belt in Karate
- Aggie

BUSINESS EXPERIENCE

Inertia Properties LLC

Investment Partner/Remodel Manager

Houston, Texas

January 2020 - Present

- Deal discovery, investment analysis, scopes of work, contractor communication, and exit strategy planning
- Long-term rental management and continued improvement for short-term rental
- Independently designed Aggie Fan Cave Airbnb in College Station resulting in 100% increase in revenue

Lifestyles Unlimited Inc.

Member Service Representative, Member

Irving, Texas

March 2023 – July 2023

- Generated attendance for local and national seminars, expos, and field trips through telecommunication
- Set up for events, supported streaming events, and assisted attendees with issues, questions, and purchases
- Ensured a positive, helpful face of the company was always conveyed which improved our brand image
- Continued education on residential and commercial real estate investment
- Earned accreditation as a Sophisticated Investor

Galveston Sea Ventures

Deckhand/First Mate

Galveston, Texas

Summers of 2017-2019

- Operated commercial and private charter fishing trips
- Stocked boat before sunrise, greeted customers, baited hooks, landed fish, cleaned fish, and cleaned the boat
- Prided myself on having a spotless boat every day and the experience to catch help catch anything that swims

SKILLS

Strong Understanding of Integrity, Positive Attitude, Optimism, Analytical, Honesty, Ethical Dedication to Task Completion, Feedback Adaptation, Telecommunication, Leadership, Capable in Excel, Microsoft Office, Market and Financial Analysis, Strategic Decision Making

Benjamin Seider

Richardson, TX, 75081; 972-602-5476; btseider@gmail.com
<https://www.linkedin.com/in/benjaminseider/>

EDUCATION

The University of Texas at Dallas

B.S., Business Administration (Real Estate Investment Management)

Comet Transfer Scholarship

Dean's List

Graduation December of 2024

GPA 3.88/4.00

RELEVANT COURSES

- Real Estate Finance and Principles
- Real Estate Law and Contracts
- Real Estate Valuation
- Principles of Marketing
- International Business
- Supply Chain and Operations Management
- Purchasing and Sourcing Management

EXPERIENCE

American Communities, Plano, TX

May 2024 – August 2024

Property Operations Intern

- Assisted in training new staff
- Identified, analyzed, and recommended changes to leadership regarding property concerns
- Utilized software programs to manage all aspects of properties

First Baptist Church of Richardson, Richardson, TX

September 2022 – May 2024

Activities Center Manager

- Trained and scheduled staff to work open gym hours
- Negotiated, created, and managed rental contracts to create steady income for the organization
- Utilized software programs to schedule events, manage gym memberships, and send invoices
- Reviewed/submitted payroll

First Baptist Church of Richardson, Richardson, TX

June 2020 – May 2024

Maintenance Worker

- Created Excel inventory sheet to track tools owned by the organization increasing work efficiency
- Performed property maintenance and upkeep

VOLUNTEER EXPERIENCE

First Baptist Church of Richardson, Richardson, TX

August 2017 – Present

- Retreat and camp leader for 7th-12th grade students
- Unloaded and organized food products for monthly food drives
- Worked with Feed My Starving Children to pack meal bags for children

SPIARS Cares, Plano, TX

September 2023 – Present

- Worked with Sleep in Heavenly Peace to build beds for children

ADDITIONAL INFORMATION

Technical Skills: Microsoft products (Excel, PowerPoint, Word, Outlook), Tableau, Yardi, Blue Moon

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

Education

The University of Texas at Dallas, B.S. Finance

GPA 3.52

December 2024, Dallas, TX

Coursework

Investment Management, Intermediate Financial Management, Business Finance, Financial Modeling, Management Accounting & Financial Accounting

Real Estate Principles & Real Estate Finance and Investment

PROFESSIONAL EXPERIENCE

Fisher Investments - Financial Planning Operations Junior Associate – Plano, Tx **August 2023 - Present**

- Assist 90+% of US PCG groups on client's tax planning & preparation, financial planning, and insurance needs
- Prospected local CPA firms across the U.S. to partner with Fisher for client's tax planning & preparation
- Created new workflow processes and optimization with CRM migration to Salesforce reducing time spent by 30%

Fortress Investment Group – Private Credit & Commercial REIT Intern – Dallas, TX **June 2023 – August 2023**

- Assisted with market and data analytics to evaluate 20+ commercial real estate investment opportunities
- Created summary reports for senior management detailing market and competitor trends
- Applied Pillars of Wall Street modeling course to forecast financial performance based on financial statements
- Consolidated unstructured Salesforce data sets using excel skills to improve decision making for senior leadership

Fisher Investments - Financial Planning Services Junior Associate – Plano, TX **November 2022 – June 2023**

- Collaborated with the Financial Planners to present financial plans to clients from \$500k-\$48MM total net worth
- Reduced process and communication inefficiencies by 10%+ leading additional clients serviced
- Coordinated with Financial Planning and Estate Planning teams to complete over 1,000+ clients requests per quarter

Fisher Investments - Regional Sales Junior Associate – Plano, TX **July 2022 – November 2022**

- Leveraged proficiencies in service offering to assist internal groups in a timely manner to fulfill client needs and wants
- Handled new onboarding process and maintenance needs for clients with net worth totaling from \$500k-\$30M
- Improved efficiencies in internal business communication to increase deliverables and reduce lag time by 20%

LEADERSHIP & ACTIVITIES

UTD Badminton Club – President – Dallas, TX **June 2022 – Present**

- Managed practice, finances, inventory, membership, and authored club constitution for 20+ members
- Fostered a welcoming and inclusive environment and with focus on minority and underrepresented communities
- Participated in statewide league competitions and fostering the team towards notable success

UTIMCO – UTIMCO Scholar – Remote **Summer 2022; Summer 2023**

- Selected to be one of four students from UT Dallas to participate in UTIMCO Scholars summer program
- Engaged in 10 weekly sessions focused on professional development, investing and the asset management industry
- Attended seminars with guest speakers from Blackrock, PIMCO, Heinz, Fortress, and Goldman Sachs

ACADEMIC PROJECTS

Junonia Partners – Business Analyst – Dallas TX **August 2024 – December 2024**

- Utilized Power Bi to map data from Gusto, QuickBooks, and Teamwork to make data-driven executive decisions
- Generated actionable items to improve operational efficiency, client profitability, and staff utilization to senior leaders

Weitzman – Retail Analyst – Addison, TX **October 2024**

- Created exit strategy for retail center based on site analysis, market analysis, lease comps, & cash flow projections

Falcon Commercial Development – Industrial Analyst – Dallas TX **September 2024**

- Recommended site plan development based on site analysis, market analysis, lease comps, & cash flow projections

AWARDS & HONORS

-
- Herbert D. Weitzman Institute for Real Estate Scholarship, Fall 2024
 - RMHC of Greater North Texas Scholarship Recipient, Fall 2021
 - United States President's Volunteer Service Award, Fall 2020

ADDITIONAL INFORMATION

Technical Skills: Salesforce, Bloomberg, Power Bi, Tableau, Excel, Word, PowerPoint,

Languages: English, conversational in Chinese

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

Tewin Thomas

Carrollton, TX; 469-605-8927; tat190003@utdallas.edu

<https://www.linkedin.com/in/tewin-thomas>

EDUCATION EXPERIENCE

The University of Texas at Dallas, Naveen Jindal School of Management

Bachelor of Science: Finance

GPA 3.7

COURSEWORK EXPERIENCE

FIN 3305 - Real Estate Principles

- Acquired a thorough understanding of real estate principles, encompassing property valuation, mortgages, leasing, contracts, and investment strategies, vital for informed real estate investment decisions.

FIN 4332 - Commercial Property Risk Management and Insurance

- Conducted risk assessments on properties, evaluating fire, environmental, and legal hazards, and recommended mitigation strategies aligned with industry-standard insurance policies and risk management principles.

FIN 4333 - Enterprise Risk Management

- Applied enterprise risk management frameworks to assess and mitigate financial, operational, and strategic risks, including cybersecurity and supply chain disruptions, through case studies and strategic planning.

ACADEMIC PROJECT EXPERIENCE

Social Sector Entrepreneurship and Community Engagement

August 2023 – December 2023

- Led a team in collaboration with the Chief Impact Officer and social care team to analyze social media trends and client demographics. Developed a marketing strategy that resulted in a 300% increase in program outreach.

Senior Capstone

January 2024 - May 2024

- Directed a team of 6 to develop market-driven strategies for Samm's HVAC, leveraging financial analysis and competitor benchmarking to recommend solutions projected to increase revenue by 1.5x over five years.

PROFESSIONAL EXPERIENCE

Material Handler, Assurant, INC, Lewisville, Texas

May 2021 – August 2021

- Streamlined transaction analysis using Oracle, achieving a 20% improvement in data tracking and significantly enhanced order processing efficiency through meticulous management.
- Supervised and mentored a team of 5 in conflict resolution and process optimization, resulting in increased productivity and improved communication on the floor.

Cashier, Raising Cane's Restaurants, Lewisville, Texas

June 2019 – August 2019

- Delivered exceptional customer service and managed order issues, significantly enhancing customer satisfaction and Google review scores while efficiently handling cash transactions up to \$500 per shift.
- Cultivated advanced communication skills among staff, resulting in a 25% improvement in service speed and overall operational efficiency.

ORGANIZATION EXPERIENCE

InterVarsity, The University of Texas at Dallas, member

May 2022 – Present

- Helped organize events and bring the student community closer.

Gamma Iota Sigma, The University of Texas at Dallas, member

May 2022 – Present

- Attended live events, helped the Gamma Iota Sigma, an insurance club, hosted events, and actively participated in the discussion and networking opportunities.

Real Estate Club, The University of Texas at Dallas, member

May 2022 – Present

- Attended live events, helped the real estate club host events, and actively participated in discussion and networking opportunities.

SKILLS & ADDITIONAL INFORMATION

Technical Skills: LinkedIn certification in Microsoft PowerPoint, Word, Excel, and IBM Project Manager Specialization.

Languages: Multilingual fluency in English, Hindi, Marathi, and Malayalam.

Achievements: Dean's List and Comet Transfer Scholarship.

#hire JSOM

**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**

**Herbert D. Weitzman Institute for Real Estate
Julie.Lynch@UTDallas.edu
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**THE UNIVERSITY OF TEXAS AT DALLAS
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