



Herbert D. Weitzman  
Institute for Real Estate

# RESUME BOOK INTERNSHIP CANDIDATES

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

SPRING 2026



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# RESUME BOOK INTERNSHIP CANDIDATES

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# SPRING 2026



Weitzman Institute  
for Real Estate

# Real Estate Investment Management Certificate

## Advance Your Career with UTD's Online Graduate Credential

**Four Courses. One Certificate. Endless Possibilities.**

The **Real Estate Investment Management Certificate** from the University of Texas at Dallas is a fully online, graduate-level program designed for professionals seeking to elevate their expertise in real estate finance, law, market analysis, and investment strategy. Delivered by industry veterans and academic leaders, this certificate blends rigorous coursework with real-world application—preparing students to lead in today's dynamic property markets.

## Why Choose UTD?

- **100% Online Delivery:** Flexible asynchronous and synchronous formats designed for working professionals
- **Industry-Relevant Tools:** ARGUS, CoStar, Excel cash flow modeling, SmartBook adaptive learning platforms and Teams channels
- **Expert Faculty:** Courses led by seasoned professionals with billions in transaction experience and deep academic insight
- **Stackable Credential:** Apply certificate credits toward UTD graduate degrees (Customized Online MBA, Executive MBA, MS Finance, MS Management Science)
- **CCIM Partnership:** UTD MBA, Finance + Management Science degree + REIM Certificate credit issued towards the CCIM designation
- **TREC License Renewal:** Qualifies for continuing education requirements or broker's license for the Texas Real Estate licensing

## Career Outcomes

Graduates of the certificate program are equipped to pursue or advance careers in:

Real Estate Investments	Appraisal	Financial Analyst
Asset Management	Economic Development	Property Manager
Portfolio Management	Private Equity	Investment Sales
Development	Capital Markets	Brokerage

## Certificate Accelerated Curriculum

FIRST  
EIGHT  
WEEKS

### FIN 6321.GW1

Introduction to Real Estate—asynchronous

### FIN 6326.GW1

Advanced Real Estate Law Practices— synchronous

SECOND  
EIGHT  
WEEKS

### FIN 6322.GW1

Real Estate Finance and Investments— synchronous

### FIN 6323.GW1

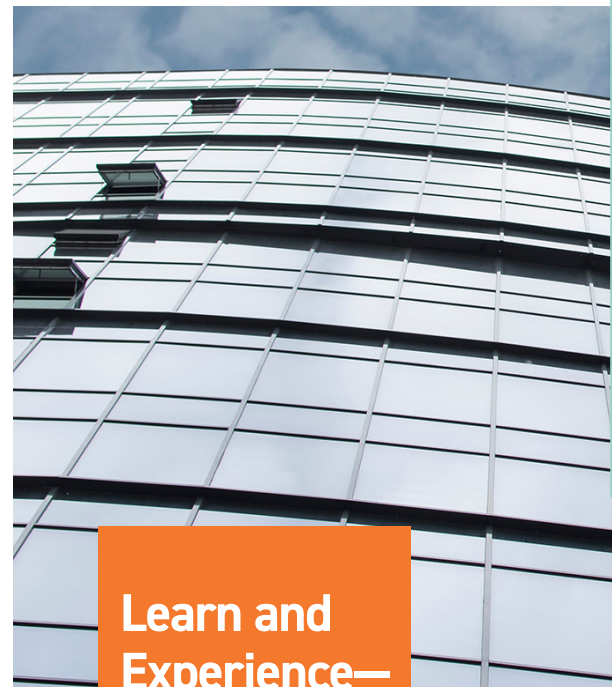
Real Estate Market Analysis & Investments— synchronous



### Faculty Spotlight

We don't just teach real estate—we help students navigate it.

– Julie Lynch, Director of the Herbert D. Weitzman Institute for Real Estate



Learn and  
Experience—  
From  
Anywhere

### Global Convenience

- All courses are offered fully online, allowing you to participate from anywhere in the world—no relocation, no commute, just access.

### Accelerated Completion

- Earn your Real Estate Investment Management Certificate in just one semester, gaining specialized expertise without delaying your career.

### Flexible Scheduling for Working Professionals

- Courses are structured in an eight-week evening format, thoughtfully designed to fit the busy lives of professionals balancing work and advancement.



Where  
Academic  
Rigor Meets  
Real-World  
Mastery

What  
You  
Will Gain

Learn the theory. Experience the practice. Our program is designed to prepare you for leadership roles in real estate by combining rigorous coursework with immersive, hands-on learning.

- Case-based learning from real transactions and market scenarios
- Applied research and data-driven decision-making
- Real world case studies, guest lectures and project-based collaboration
- Direct access to faculty mentors with deep professional networks
- Real Estate Club at UTD with thousands of members

## Why Choose Us?

At the heart of our graduate real estate program is a faculty whose expertise bridges the classroom and the marketplace. With strong academic credentials and decades of industry experience, our professors don't just teach real estate—they've lived it.

- **Academic Excellence:** Our faculty hold advanced degrees from top institutions and are recognized thought leaders in real estate finance, development, law and urban economics.
- **Industry Insight:** From commercial development to investment strategy, our professors bring firsthand knowledge of market cycles, deal structuring and regulatory landscapes.
- **Mentorship That Matters:** Students benefit from personalized guidance, networking opportunities and career coaching from professionals who've shaped the industry.

## Maximize Your Investment in Education — Real Estate Investment Management Certificate

### Accelerate Your Path to the CCIM Designation

Students who earn the Real Estate Investment Management Certificate—alongside a UTD graduate degree such as an MBA, MS in Finance, or MS in Management Sciences—can apply their education toward the prestigious Certified Commercial Investment Member (CCIM) designation.

- **Fast Track Advantage:** Begin with **CI 103**, the required entry point for **CCIM** candidates. Graduates of approved UTD programs receive waivers for **CI 101**, **CI 102**, and **CI 104**, streamlining their path to designation.
- **Dual Value:** Your academic achievement doubles as professional advancement, recognized by one of the most respected credentials in commercial real estate.

### Apply Certificate Courses Toward a Graduate Degree

The Real Estate Investment Management Certificate isn't just a standalone credential—it's a strategic step toward earning a graduate degree at The University of Texas at Dallas.

- **Seamless Integration:** Courses completed as part of the certificate program may be applied toward select graduate degrees, including the **Customized Online MBA**, **Executive MBA**, **MS in Finance** and **MS in Management Sciences**.
- **Accelerated Progress:** Build momentum in your academic journey by starting with certificate coursework that counts toward your master's degree—saving time and tuition.
- **Dual Impact:** Gain specialized real estate expertise now, while laying the foundation for broader leadership and financial acumen in the future

### Continuing Education for Texas Real Estate License Professionals

The University of Texas at Dallas is an approved Texas Real Estate Commission (TREC) continuing education provider, offering coursework that satisfies licensing renewal requirements.



## Top Rankings

**No. 1** Online MBA, Poets & Quants Online MBA Rankings (2025)

**No. 1** Professional MBA in North Texas, *U.S. News and World Report*

**No. 1** among Texas public universities, **No. 2** overall among Texas universities, **No. 8** among public universities in the U.S. and **No. 19** overall in the U.S. College Consensus Best Online MBA Programs (2025)

**No. 1** among U.S. public schools, **No. 6** worldwide and U.S. overall, research rank in Top 100 Full-Time Global MBA Programs, *Financial Times* (2025)

**No. 2** worldwide and in North America in research contributions 2020-2024, The UTD Top 100 Business School Research Rankings™ (2025)

**No. 7** among public programs and **No. 10** overall, Fortune Best Online MBA Programs (2024)

**No. 7** among U.S. public programs and **No. 13** overall, Best Online EMBA Programs for 2024, College Consensus (2024)

**No. 3** in marketing research worldwide and in North America based on publications in three marketing journals, *Journal of Marketing*, *Journal of Marketing Research* and *Marketing Science*, 2020-2024, The UTD Top 100 Business School Research Rankings™ (2025)

**No. 13** (tied) among U.S. programs and **No. 20** overall, QS Online MBA Rankings 2024

## Additional Information

- **Ready to Lead?** Join a program where **knowledge meets experience**, and where your education is powered by those who've built, financed and transformed the real estate landscape.
- Corporate and Industry partnerships tuition programs are available.
- The online courses can be taken from anywhere in the world.
- Tuition is the same regardless of residency.
- **Post Graduation? Add it to your UTD transcript.**

### INTERNATIONAL STUDENTS:

- Executive Education tuition charges instate tuition for all students.
- Students who take two (2) face-to-face courses can take more than one (1) online course.



[realestateclubutd.com](http://realestateclubutd.com)

## Contact Us:

**Julie Lynch**

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Learn more:  
[fin.utdallas.edu/real-estate/graduate-certificate/](http://fin.utdallas.edu/real-estate/graduate-certificate/)



Weitzman Institute  
for Real Estate

# Undergraduate Real Estate Finance Concentration

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 Finance 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 UNIVERSITY OF TEXAS AT DALLAS  
Naveen Jindal School of Management

# Real Estate Finance Program Attributes:

- **Strategic Location & Industry Connections:** Access to the growing Dallas-Fort Worth real estate market, top firms, and exclusive networking events.
- **Comprehensive & Career-Focused Curriculum:** Hands-on learning in finance, investment analysis, and real estate fundamentals with case studies.
- **Strong Alumni & Professional Network:** Mentorship, guest speakers, and connections with top industry organizations.

The Real Estate Finance 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:

## CONCENTRATION COURSES

### UNDERGRADUATE

REAL/FIN 3305	Real Estate Principles
REAL/FIN 4321	Real Estate Law and Contracts
REAL/FIN 3358	Real Estate Markets and Investments
REAL/FIN 3365	Real Estate Finance and Advanced Principles
REAL/FIN 4328	Real Estate Valuation

Course descriptions:



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



**This club isn't just about learning - it sets you up for a job. I'm now interning at Weitzman.**

- Tomas Llano

## 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.



**I joined this club, and within three semesters, I secured two internships.**

- Aura Mosquera



**I came to my first event and landed an internship at Northmarq that kickstarted my career.**

- David Salazar

## Real Estate Club (REC) Develops Future Leaders

### Real World Education:

REC's develops and hosts approximately 60 real estate events, offering over 80 content hours, that extend and connects classroom learning into real world applications each year.

The events are developed in collaboration with UTD REAL (Real Estate Alumni Leaders) and industry association members providing students the opportunity to connect and build their network while attending events like case competitions, career panel discussions, lunch-n-learns, property tours, cash flow modeling workshops, half day of shadowing, company visits, mock interviews and more.

### Networking:

- REC has built a 1,300 student and REAL community and network through social media that nurtures connections among members who share the common interest of real estate. This platform offers job postings, conversations about real estate, scholarships, current event articles to build members' market knowledge, REC events and more.
- Board members actively promote REC and recruit potential members through 30 SOC, JSOM and orientation student events.

### Career Support:

1. REALS and industry association members involvement in the REC events have resulted in numerous internship and permanent job opportunities with elite global companies, premiere financial institutions, and regional DFW market leaders.
2. REC's intern and permanent job resume books are distributed to thousands of hiring real estate professionals each semester.
3. Financial support through industry associations and the Herbert D. Weitzman Institute for Real Estate

## POSSIBLE EMPLOYMENT

Weitzman	Greystar
Bank of America	Invitations Homes
Bank OZK	JP Morgan Chase
BBG Advisors	JLL
Billingsley Company	Link Logistics
Brand Realty Partners	NAI Robert Lynn
CBRE	Northmarq Capital
CoStar	PGIM
Cushman & Wakefield	7-11 Corporation
Ebby Halliday	Stone Capital
Edge Realty Partners	Trammell Crow
Goldman Sachs	Transwestern
Granite Properties	USAA Real Estate



## 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 and Managers Association)
- NTCAR (North Texas Commercial Association of Realtors)

## TO LEARN MORE ABOUT A CONCENTRATION IN REAL ESTATE CONTACT:

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Herbert D. Weitzman  
Institute for Real Estate

# **BROKERAGE**

## **Internships**

**S P R I N G 2 0 2 6**

## **EDUCATION**

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University of Texas at Dallas – Richardson, Texas

**Degree: B.S. in Finance**

**Concentration: Financial Management**

**Graduation: December 2026**

**GPA: 3.6**

## **INTERNSHIP EXPERIENCE**

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**Project Destined** – Remote

*Jan 2026 – Feb 2026*

*Private Equity Intern*

- Analyzed real estate private equity deals across sourcing, underwriting, and asset management stages
- Macroeconomic trends, cap rates, and local market fundamentals to support investment recommendations by using financial models.
- Built and utilized financial models to evaluate investment opportunities, incorporating cash flow projections and IRR.
- Performed property-level financial analysis, assessing revenue growth, operating expenses, and valuation.

**Seven Tablets AI** - Addison, TX

*May 2025 - Aug 2025*

*Financial Analyst Intern*

- Built tiered revenue projection model using TAM and SAM analysis across a \$4.2B market, improving SaaS subscription efficiency by 18%.
- Supported customer segmentation and market sizing using financial metrics and DCF models for 3 major ecosystems (M365, Google Workspace, Zoom), identifying \$6.5M in growth potential.
- Conducted financial benchmarking and competitive analysis of 10+ SaaS pricing models, uncovering 12% cost optimization and 15% ROI improvement opportunities.

## **PROJECTS**

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**Yinan Value Investing & Financial Modeling Externship**

*Mar 2026 - Present*

- Constructed a 3-way financial models and perform DCF valuation analysis, and the IPO calendar.
- Analyzed public companies, evaluate revenue growth, free cash flow, ROIC.
- Conducted equity research, including competitive positioning, risk analysis, and industry benchmarking.

**Trammell Crow Company Bridge Program**

*Sept 2025 – Nov 2025*

- Built practical skills in real estate and understanding how innovations shape projects.
- Participated in site visits and discussions on industrial development near DFW airport.
- Understood the company's goal and how they expanded their business.

## **ORGANIZATIONS AND LEADERSHIP INVOLVEMENT**

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**Real Estate Club** – Richardson, TX

*Feb 2025 - Present*

*Member*

- Collaborated with 25+ peers and industry professionals to build commercial real estate analysis skills.
- Completed case studies and 3+ property tours applying valuation and development methods.

**FinTech Club** – Richardson, TX

*Jan 2025 - Present*

*Member*

- Applied analytical skills in biweekly sessions to develop fintech app prototypes and blockchain concepts.
- Collaborated with 10+ members to analyze fintech use cases and enhance project readiness.

## **SKILLS AND INTERESTS**

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**Technical:** SQL, Tableau, Python, Excel, Financial Modeling, DCF

**Finance/Accounting:** IRR, Asset Management, Financial Accounting, Managerial Accounting, Budgeting, Saving

## TANOJ ATMAKURI

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### EDUCATION

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**University of Texas At Dallas** – Richardson, TX

*Bachelor of Science in Finance*

Expected Graduation: **May 2028**

- GPA: 4.00

### EXPERIENCE

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**Project Destined**– Remote, US

**April 2026-Present**

#### **Real Estate Private Equity Intern**

- Participated in a 5-week real estate private equity training program, where I will be underwriting three multifamily deals in both team and individual settings, culminating in a private equity investment competition
- Conducting market analysis (rent comps, occupancy trends, demographics) to support investment decisions
- Delivered recommendations through a private equity case competition, presenting to real estate professionals

**180 Degrees Consulting** – Richardson, TX

**Nov 2025 - Present**

#### **Consultant**

- Selected as a Consultant at 180 Degrees Consulting UTD, supporting pro bono strategy projects and consistently delivering actionable insights for nonprofit and social impact organizations across multiple sectors.
- Led a consulting workstream for a nonprofit organization to redesign its internship onboarding process, identifying key inefficiencies in communication, training, and role clarity that were impacting intern retention and performance
- Delivered data-backed recommendations and a client-ready implementation roadmap, projected to improve intern engagement by 30%, reduce onboarding time by 15%, and increase program scalability for future cohorts

### PROFESSIONAL DEVELOPMENT

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**Ernst&Young(EY)** – Remote, US

**March 2026 - Present**

#### **Expedition**

- Chosen for EY's early-career development program introducing consulting fundamentals, client problem-solving methodologies, and the role of advisory teams in helping organizations address business challenges
- Completed case-based workshops on structured analysis and consulting workflows; collaborated with EY professionals to understand real-world advisory engagements and client problem-solving approaches

**Boston Consulting Group** – Remote, US

**Feb 2026 - Present**

#### **Launch**

- Selected for Boston Consulting Group's Launch Program, an early-identification initiative for high-potential students focused on strategy consulting, structured problem-solving, and case interview preparation

**Oliver Wyman** – Remote, US

**Feb 2026 - Present**

#### **Immersion Program**

- Participating in Oliver Wyman's Immersion Program, gaining insight into consulting workflows and how firms approach complex client problems through curated sessions, case walkthroughs, and practitioner-led discussions

### ACCOMPLISHMENTS

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**Securities Analysis Competition Finalist** – Richardson, TX

**Nov 2025**

- Selected as a Semifinalist (Top 8 of 50 teams) in the highly competitive Fall 2025 Security Analysis Competition (SAC) hosted by the Financial Leadership Association (FLA), demonstrating strong analytical and financial skills.
- Competed on a three-member equity research team analyzing American Battery Technology Company (NASDAQ: ABAT), building a full, detailed three-statement financial model with revenue drivers, margin sensitivities, and capex forecasts using 10-Ks, investor presentations, and industry benchmarks.
- Produced a professional equity research report and presentation deck, carefully integrating valuation multiples, detailed scenario analysis, and industry benchmarks to support a BUY rating with 148% upside potential.

### SKILLS, CERTIFICATIONS,& INTERESTS

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**Technical:** Excel, PowerPoint, Python,

**Tools:** Bloomberg Terminal, Tableau, SQL

**Analytical:** Financial Modeling, Valuation, Market Research, Scenario Analysis

**Interests:** EV technology, Environmental Sustainability, Basketball, Travel, Personal Finance

**Certifications:** Yale University - *Financial Markets* Certificate, Citadel US Computing Olympiad - Gold Certification (Top 10% Nationally), Dean's Honor List at UT Dallas for academic excellence

# DHRUTHI CHENNA

Mckinney, TX, 75072 • (214) 585-7318 • dhruthi.chenna@gmail.com

## EDUCATION

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**University of Texas at Dallas** – Richardson, Texas

**GPA 3.5**

**Bachelor of Science in Finance**

**August 2024-May 2028**

- Minor: Business Analytics and AI

Organizations: Woman in Tech and Business (WITB), Pi Chi Theta (PCT), Sigma Sigma Rho (SSR)

## WORK EXPERIENCE

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**Resilience** – Remote

**08/2025- Present**

**Finance/Implementation Intern**

- Performed financial statement and variance analysis, driving 15% performance improvement
- Built and refined financial models in Excel to analyze revenue, cost drivers, and EBITDA trends
- Assisted in process improvement initiatives by identifying inefficiencies in financial workflows
- Collaborated cross-functionally to support financial reporting and operational decision support

**Goldman Sachs Virtual Insight Program**– Remote

**01/2025-04/2025**

- Built DCFs and performed valuation analysis to assess investment opportunities and data stimulations
- Developed analytical and problem-solving skills by interpreting complex financial datasets.

**Claires**– Prosper, Texas

**08/2023-01/2025**

**Part time key holder**

- Drove sales and optimized inventory operations to consistently achieve \$30K monthly revenue target
- Led training and implementation of sales and piercing procedures to improve operational efficiency
- Oversaw weekly merchandise inventory valued at over \$10K and managed daily sales averaging \$2K

## ACTIVITIES

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**Pi Chi Theta (PCT)** –Richardson, Texas

**08/2025-Present**

**Treasurer**

- Oversaw financial operations for a student organization with \$5,000 in annual cash flows.
- Strengthening internal financial controls, improving reporting accuracy and accountability.
- Monitored member dues and maintain detailed financial records in Excel for transparency

**Sigma Sigma Rho** – Richardson, Texas

**08/2024-Present**

**Vice President of Finance (VPF)**

- Managed budgeting and financial planning processes, ensuring transparency and accountability
- Collaborated cross-functionally to support strategic decision-making and event execution
- Improved financial reporting efficiency using Excel-based tracking systems

## ADDITIONAL

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- Certifications: Microsoft Excel Certification (2024), Forage Citi Finance Certification
- Technical Skills: SQL, Tableau, Microsoft Excel, Microsoft PowerPoint, CRM, QuickBooks, Power BI, Machine Learning Models (LLMs), XML
- Soft Skills: Project management, Customer service, Tutoring, Communication, Task delegation, Documentation

# Victoria Valentina Fuenmayor

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## EDUCATION

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**The University of Texas at Dallas**, Richardson, TX May 2026  
*Bachelor of Science, Global Business and Real Estate Investment Management Concentration* **GPA 3.3**  
**CoreNet Global 2026 Academic Scholarship**  
**Neoma Business School**, Rouen, France - *Global Business Study Abroad Program* Spring 2025

## PROFESSIONAL EXPERIENCE

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**Weitzman**, Dallas, Texas - *Retail Forecast Intern* September 2025 – October 2025

- Surveyed 35+ DFW shopping centers, contributing market commentary and key data to support analysis of retail performance metrics and future market trends for Weitzman’s annual retail forecast.

**Kimco Realty Corp**, Houston, Texas - *Leasing Intern* June 2025 – August 2025

- Drafted, reviewed, and marked up letters of intent, applying Kimco’s standard terms such as renewal options, 4% annual escalations, use restrictions, exclusivity clauses, and security deposit requirements.
- Navigated and interpreted lease agreements, identifying key provisions including co-tenancy clauses, assignment liability, relocation rights, pylon signage rights, and exclusivity protections.
- Conducted OFAC screenings and supported tenant financial evaluations during budget meetings to assess risk, outstanding balances, and renewal viability.
- Shadowed leasing reps on tenant tours, renewal negotiations, and deal strategy discussions, including signage negotiations and base rent positioning using market comps and visibility advantages.

**Realty of America LLC**, Dallas & Houston, Texas - *Real Estate Agent* February 2023 – Present

- Closed buyer, listing, and tenant transactions, resulting in a robust understanding of each transaction and totaling \$1M+ in first-year production.
- Overcame challenging negotiations to provide clients with an affordable mortgage payment, a \$30k sales price reduction, and a 1.5% buydown credit for the buyers.

## ACADEMIC PROJECT EXPERIENCE

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**Morphing I Junior Consultant** August 2025 – December 2025

- Led U.S. market entry analysis for a South Korean engineering firm; delivered competitive analysis, regulatory insights, and Excel tools supporting strategic recommendations.

**CBRE Sales Job Simulation on Forage** October 2024

- Completed a CBRE commercial leasing simulation involving rent roll analysis and development of a location narrative for an offering memorandum.

## CAMPUS INVOLVEMENT

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**Real Estate Club, The University of Texas at Dallas** May 2024 - Present

*Content Creator | Alumni Chair*

- Initiated a mentorship program connecting club members with alumni, creating a framework, workflows, and systems for lasting engagement and development.
- Grew Alumni LinkedIn Group by 33% through weekly career and industry content.
- Designed 50+ marketing materials for events, tours, and panels; co-hosted 8 educational events for club members.

## ADDITIONAL INFORMATION

- 
- **Texas Real Estate Sales Agent License (Active)** – License #: 0799194
  - **Certifications:** UTD Project Control Construction Project Management, Preparing Data for Analysis with Microsoft Excel, Project Destined CRE Fundamentals, UTD Argus Workshop, and Excel Financial Modeling.
  - **Skills:** Salesforce, Power BI, Excel, Microsoft Word, CRM, Cold Calls, Sales, and Option Trading.
  - **Languages:** Fluent Spanish.
  - **Eligibility:** US Citizen, Eligible to work in the US for internships and full-time with no restrictions.

# Rodrigo Hernandez

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[www.linkedin.com/in/](http://www.linkedin.com/in/)

<https://rodrigohernandezor1.wixsite.com/my-site-1>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Business Administration*

## PROFESSIONAL EXPERIENCE

**Sequoia Administration LLC**, The Woodlands TX

May 2024 – August 2024

*Project Manager*

- Planned and executed end-to-end project schedules, coordinating labor, materials, and subcontractors across multiple workstreams.
- Supervised 20+ personnel while monitoring productivity, safety, and quality metrics, resulting in a 10% productivity improvement
- Negotiated contracts with subcontractors, reducing project costs by 5% while maintaining quality and scope.
- Reduced project delays by 20% by implementing a more streamlined workflow and boosting productivity.

**Royal Prestige**, Mexico City

May 2022 – September 2022

*Salesman*

- Generated 5k in sales revenue in my first month by effectively promoting high-end kitchen products.
- Closed 25+ sales deals per month, consistently exceeding sales targets by 20% and driving business growth.
- Presented product demonstrations to over 100 clients, resulting in a 15% increase in customer engagement.
- Built and maintained strong relationships with a client base of over 200 customers ensuring repeat business.

## ACADEMIC PROJECT EXPERIENCE

**Professional Portfolio**, Business communication

August 2024 – December 2024

- Designed and launched a personal portfolio website achieving 25% increase in user engagement.
- Developed the website's layout and functionality, increasing usability by 35%.
- Identified and capitalized on new business opportunities which gave me 5+ business opportunities.

## ORGANIZATION EXPERIENCE

**Interact Club**, Fork Union Military Academy

August 2022 – May 2023

- Organized and led 10+ community service events contributing over 200 volunteer hours to the local community.

**Debate Team**, Fork Union Military Academy

August 2021- May 2023

- Prepared and delivered over 20 successful debate presentations contributing to a 95%-win rate within my team.

**Soccer Camp/ triathlete coach**, Self Employed

May 2024 – Current

- Created and managed a summer soccer camp and triathlete coaching program attracting over 25 customers.

## ADDITIONAL INFORMATION

*Skills:* Microsoft Project, Sales, Negotiation, Leadership, Client Relationship Management, Professional Communication.

*Extra curriculars:* 5x Half Ironman finisher, 2x Woodlands varsity soccer top 3 in state, 2x Fork Union Cadet of the term.

*Languages:* Spanish, English

*Eligibility:* Student VISA

# Haidi Kotsi

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## EDUCATION

### The University of Texas at Dallas

*Bachelor of Science, Business Administration, Real Estate Finance*

Honors and Scholarship(s)

Comet Transfer Scholarship, Dean's List TCC 2024, National Honor Society, Spanish Honor Society

May 2027

**GPA 3.9**

### Tarrant County Community College, Marine Creek

*Associate of Science*

Transferred 52 credit hours

June 2025

**GPA 3.41**

## SKILLS

**Tools:** MS Excel, MS Word

**Other Certifications:** CRE Fundamentals Certification, Construction Management Certification

**Relevant Coursework:** Intro to Management Accounting, Professional Development

## PROFESSIONAL EXPERIENCE

**Elite Tre LLC, Fort Worth, TX**

April 2023 – July 2025

*General Operation Assistant*

- Supported project manager with plan reviews, material procurement, and design decisions for 7 residential construction and remodeling projects.
- Staged 3 properties, reducing average days on market by 30%; performed routine upkeep, lawn care and trash removal to maintain curb appeal.
- Aided with budget-to-actual analysis by reviewing project costs against estimates.

## ACADEMIC PROJECT EXPERIENCE

**Trammel Crow Company Airport Industrial Bridge Program, *Project Destined***

October 2025 – November 2025

- Selected for 6-week program in partnership with Trammell Crow Company, a global leader in industrial real estate development, and earned a construction management certification.
- Gained exposure to airport industrial development through interactive speaker sessions, and a site visit to Passport Park west with TCC professionals.

**CRE Fundamentals, *Project Destined***

October 2025 – November 2025

- Completed 3 intensive courses on Market & Property Analysis, Valuation, and Deal Financing.
- Earned industry-accredited certification providing foundational training in commercial real estate concepts.

## ORGANIZATION EXPERIENCE

**UT Dallas Real Estate Club, *Member***

August 2025 – Present

- Attended 13 Real Estate events, strengthening industry knowledge and expanded professional network by 10 contacts
- Gained exposure to diverse real estate sectors by engaging with guest speakers on investment, development, and finance.

## ADDITIONAL INFORMATION

*Languages:* Spanish, Greek

*Eligibility:*

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

# Mark Miako

Dallas, TX | (214) 518 - 3671 | mwmiako06@gmail.com | www.linkedin.com/in/mwmiako/

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance and Business Analytics & AI*

**Davidson Management Honors Program**

**May 2029**

**GPA: 3.50**

**Skills:** Operations Analysis, Demand Forecasting, Sourcing Analysis, Financial & Data Analysis, Market Research, Negotiation, Due Diligence, Process Improvement, Adaptability, Attention to Detail

**Certifications:** Microsoft Office Specialist, Project Destined: Real Estate Fundamentals, IRS VITA Certification, NOCTI Accounting Foundations, Bloomberg Market Concepts, Bloomberg Finance Fundamentals

**Tools:** Microsoft Office, Power BI, SAP, GAINS Forecasting Software, Java, Python, SQL, Tableau, Meta Ads, CRM Software

## PROFESSIONAL EXPERIENCE

**Weavercres Auto**, Lewisville, Texas

**January 2025 – Present**

*Salesman and Online Marketing Assistant*

- Grew monthly sales by 30% by optimizing digital lead conversion and enhancing customer engagement
- Generate 100+ additional leads per week through targeted online listings and strategic social media posts, and refining customer follow-up systems
- Streamline inventory sourcing operations and criteria, resulting in decreased reconditioning and repair turnaround, improving time-to-sale and lot availability

**Bell Helicopter**, Fort Worth, Texas

**September 2024 – August 2025**

*Commercial Business & STEP Intern*

- Managed ~ \$1M global spare parts inventory, optimizing availability and maintaining target stock levels across international distribution points. Ensuring timely availability and optimal inventory levels
- Forecasted spare parts demand across Bell legacy, active, and developmental aircraft programs, cutting AOG incidents and hitting delivery targets at international distribution points
- Analyzed historical and predictive trend data to forecast inventory demand to ensure inventory fulfillment for aircraft bulletins, warranty, and maintenance plans, increasing safety and reliability of aircraft

## ORGANIZATION EXPERIENCE

**Consulting & Leadership Development Society**, Consultant & Operations Officer

**August 2025 – Present**

- Identified operational bottleneck for independent cabinetry contractor and proposed Jobber CRM implementation, consolidating all administrative workflows and driving a 10% efficiency improvement
- Orchestrated social media and marketing for the semiannual strategy case competition, drawing 131 participants across UTD's several schools
- Coached a junior member on client-facing presentation strategy, drawing on industry and project experience

**Association of Supply Chain Management**, Student Outreach Officer

**August 2025 – Present**

- Leveraged Bell Flight internship network to secure and organize a supply chain-focused case competition, bringing an industry partner into the organization
- Launched Alumni Spotlight Series to connect current members with alumni for networking and guidance

**UTD Real Estate Club**, Active Member

**August 2025 – Present**

- Engaged with senior professionals from Goldman Sachs, PGIM Real Estate, and Northmarq through rotational panels on structured credit, debt and equity placement, and institutional asset management

## ADDITIONAL INFORMATION

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

## Aditya Praveen

Frisco, TX | (214)-494-9713 | [axp220259@utdallas.edu](mailto:axp220259@utdallas.edu) | [linkedin.com/in/adityapraveen080](https://www.linkedin.com/in/adityapraveen080) | U.S. Citizen

### EDUCATION

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The University of Texas at Dallas

Richardson, TX

Bachelor of Science: Finance

Expected Graduation: May 2027

Relevant Coursework: Financial Modeling & Valuation, Managerial & Financial Accounting, Microeconomics, International Financial Management, AI In Business, Regulation of Business & Financial Markets, Real Estate Principles

Extracurriculars & Clubs: Financial Leadership Association, Sports Analytics Club (Treasurer), Real Estate Club & UTD Dean's Cup

### PROFESSIONAL EXPERIENCE

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Target

Prosper, TX

*General Merchandise Expert*

*September 2023 - May 2024*

- Supported the launch of a new Prosper Target store in a fast paced dynamic setting by assisting with pre-opening setup, including shipment unloading, fixture assembly, and departmental merchandising
- Maintained sales floor excellence by maintaining a 93% customer satisfaction score, zoning shelves, addressing spills/safety hazards, and ensuring accurate pricing/signage
- Managed inventory receiving, sorting, and stocking processes, including daily restocking, cycle counts, and scanning to minimize out-of-stock scenarios, improving inventory accuracy by 14%
- Stocked shelves, built displays, and executed visual merchandising standards to ensure a guest-ready sales floor prior to grand opening
- Ensured 98% annual store compliance with safety protocols to meet Target's consumer & asset protection standards

Dallas Formula Racing - Formula SAE

Richardson, TX

*Director of Business Development*

*December 2023 - Present*

- Generated & allocated over \$250k in capital and components by managing 40+ sponsor accounts, building a partnership pipeline, and negotiating multi-stakeholder agreements including testing site and facility access at Eagle's Canyon Raceway
- Secured \$30k+ in interdisciplinary funding by co-authoring and delivering proposals to CS, ECE, JSOM, and Bass departments
- Placed 18th in FSAE Michigan (EV) 2025 & 21st in FSAE Michigan (IC) 2024 Business Competitions by designing case components on vehicle optimization, fuel compliance, and supply chain modeling
- Advanced as a 2025 IC Business Competition Semi-finalist by preparing a [live presentation](#) & [RFP](#), focusing on proposed production costs, implementation strategy, and timeline rationale, presented to the CAR Board of Directors
- Led a 15-member cross-functional team to deliver competition strategy, financial modeling, and operational planning initiatives, improving FSAE project execution timelines

UTD Pickleball Club

Richardson, TX

*Treasurer & Site Coordinator*

*August 2024 - Present*

- Expanded weekly Open Play meetings by increasing player turnout by 50% (from 20 to 30 members); implemented membership dues and optimized court/equipment logistics
- Raised \$600 for Children's Health through a co-hosted UTD Pickleball x FSA tournament; managed logistics across Beginner and Intermediate brackets
- Secured funding for UTD Pickleball Traveling Competition Team; Obtained a partnership with PPA Pro (UTD Alumnus) for a mixer event; enhanced member benefits by negotiating PPA Tour (Dallas) ticket access for club members
- Implemented Excel Dashboards for club finances & event attendance, increasing budget and planning efficiency by 43%
- Raised \$300 in club funds by spearheading the Spring '25 bake sale initiative, attracting new members and increasing engagement

### PROJECTS

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Equity Research Analysis Report – General Mills (GIS)

- Produced a comprehensive equity research report including valuation modeling, DCF analysis, and competitive industry research, culminating in a structured investment recommendation supported by macroeconomic and sector-level analysis
- Modeled General Mills revenue growth, operating margins, free cash flow, cost of capital, and terminal value to support a BUY recommendation with an estimated 16% upside
- Conducted in depth industry and competitive analysis across cloud computing, artificial intelligence, and enterprise software to evaluate long term earnings drivers and risk factors

### ADDITIONAL

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**Technical Skills:** Financial Modeling (DCF, LBO, M&A), Excel, PowerPoint, Financial Statement Analysis, Real Estate Market & Housing Policy Analysis, Urban Development Research, Outreach Strategy

**Certifications & Training:** Cognizant Leadership Summit, JP Morgan Chase Virtual Experience, Oliver Wyman Financial Services Job Simulation

# Chanunporn Jan Tippayasoontorn

Dallas, TX; (469) 577-5778; Jantippaya@gmail.com ; www.linkedin.com/in/jantippayasoontorn

## EDUCATION

### **The University of Texas at Dallas**

Bachelor of Science, Finance, Financial Management concentration

May 2027

GPA 3.89

## SKILLS

Microsoft 365 (PowerPoint, Excel, Word, Outlook), Canva, Tableau, and Guest Service.

## RELEVANT ACADEMIC EXPERIENCE

### **Financial Modeling & Valuation Course**

January 2026 – Present

- Derived relative equity value utilizing public comps, precedent transactions, and a 5-year DCF.
- Synthesized a Leveraged Buyout model to evaluate IRR and cash-on-cash multiples under various scenarios.
- Evaluated M&A impact through accretion/dilution merger models to determine pro-forma EPS variance.

### **Vista Equity Partners Demystifying Private Equity – Job Simulation, Forage**

January 2026

- Interpreted and audited key financial data, from 20+ pages of SEC filings to analyze business performance.
- Built a detailed income statement from 100+ rows of raw data to streamline sensitivity analysis and valuation.
- Produced an investment memo outlining growth, profitability, and strategy for immediate team review.

## ORGANIZATION & DEVELOPMENT

### **Event Coordinator – Circle K International, The University of Texas at Dallas**

September 2025 – Present

- Coordinated a fundraising event, a thrift store pop-up sale that generated \$1200 in donations.
- Planned a toy craft event for a local animal shelter, fulfilling over 30 handcrafted pet toys.

### **Public Relations – Pickleball Club, The University of Texas at Dallas**

August 2024 – Present

- Acted as the primary point of contact for external partnerships, joint social events, and charity tournaments.
- Managed the organization's digital identity, designing content to promote weekly openplay, increasing active club membership by 15% in one semester.

### **Member – Weitzman Institute for Real Estate, The University of Texas at Dallas**

September 2023 – Present

- Expanded industry and market knowledge by actively participating in 5+ club-organized events per semester.
- Engaged in property tours and site visits, gaining real-world insight into management and market dynamics.

### **Volunteer – North Texas Food Bank, Plano, TX**

June 2023 – Present

- Accurately distributed and packaged an average of 30,000 pounds of food per shift, exceeding daily targets.
- Streamlined the sorting process for dried food times, increasing the packing rate to 10 bags per minute.

## PROFESSIONAL EXPERIENCE

### **Togo Attendant – True Food Kitchen, Dallas, TX**

April 2024 – November 2025

- Maintained a 99% order accuracy rate while managing a high-frequency transaction of 50+ orders per shift.
- Optimized logistics for high-volume orders, reducing wait times by 25% through improved packaging systems.
- Trained new team members on operational procedures, standardizing service protocols across the team.

### **Server – Taste of Thai Plano, Plano, TX**

February 2022 – March 2023

- Increased operational capacity by 30% by refining table turnover procedures and meal preparation tracking.
- Generated a 25% increase in average sales through strategic upselling and deep product knowledge.
- Managed high-pressure time constraints to ensure 99% order fulfillment accuracy, balancing inventory management with real-time customer needs.

## ADDITIONAL INFORMATION

**Languages:** Proficient in English and familiar with Thai

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

# Abdullah Uzer

Allen, TX, 75013 | (972) 370-7111 | uzerabdullah27@gmail.com | <https://www.linkedin.com/in/abdullah-uzer-0170a3336/>

## EDUCATION

**Bachelor of Science in Computer Science | Minor in Finance Real Estate Concentration**

**Spring 2028**

*The University of Texas at Dallas, Richardson, TX*

**Relevant Coursework:** Financial Accounting, Probability & Statistics, Real Estate Finance

## EXPERIENCE

**Dallas County of Health and Human Services, Dallas TX**

June 2025 – August 2025

*Finance & Budget Intern*

- Reviewed federal and state grant contracts, identifying key funding terms and compliance requirements
- Assisted with grant budget setup and prepared budget appropriation templates using the chart of accounts
- Tracked and organized program invoices and budget data using Excel, reporting to my supervisor daily maintaining accurate records and confidentiality in all tasks.
- Analyzed multi-year budgets to identify spending trends and allocation priorities, applying continuous improvement by refining my approach to financial analysis
- Collaborated with the Finance and Budget team on reporting initiatives and presented a performance analysis to the Deputy Director and leadership, earning formal recognition for outstanding contribution.

**Univa Trade LLC, Addison TX**

June 2024 – May 2025

*Financial Assistant*

- Analyzed trends in sales revenue and expenses for an e-commerce business to identify potential areas of improvement and cost savings opportunities, increasing sales by 30% the first month.
- Assisted in the development of annual budgets and long-term business plans.
- Created and managed online advertising campaigns with Google Ads, Facebook Ads, LinkedIn Ads.
- Improved online visibility through search engine optimization (SEO) and performance data tracking.

## EXTRACURRICULAR ACTIVITIES

**AIAA – Comet Rocketry, UT Dallas – *Business Specialist***

- Drafted and submitted grant applications for our nonprofit to local tech and engineering companies to fund annual competitions.
- Partnered with engineering and operations leads to align financial requests with project milestones.
- Managed sponsor outreach, proposal writing, and fund tracking using Excel to ensure accountability.

**Real Estate Club, UT Dallas – Member**

- Participate in club events and professional development sessions focused on commercial real estate, development, and industry networking.
- Completed the Herbert D. Weitzman Institute for Real Estate “From Blueprint to Building: The Journey of JSOM III” certificate program covering the development process from planning and financing to construction and delivery.

## CERTIFICATIONS & PROGRAMS

**Morgan Stanley Early Insights Program**

October 2025

- Selected to participate in an immersive exploration of Morgan Stanley’s business divisions, focusing on finance, risk, and operations.
- Gained exposure to financial modeling, firm strategy, and professional development sessions led by senior analysts and associates.

**McKinsey Forward Program**

October 2025

- Completed McKinsey’s structured curriculum on problem solving, communication, and analytical thinking.
- Applied frameworks to real-world business challenges to develop leadership.

## SKILLS & INTERESTS

**Technical Skills:** Excel, Financial Modeling, Data Analysis, Java, C++, HTML, SEO, Microsoft Office

**Soft Skills:** Analytical Thinking, Collaboration, Communication, Leadership, Adaptability

**Languages:** English (fluent), Turkish (fluent), Spanish (intermediate)

**Interests:** Pottery, UT Dallas IM soccer, following sports analytics

# REYAN VISHWAKARMA

Frisco, TX • (945)-249-4562 • vishwakarma.reyan@gmail.com • linkedin.com/in/reyanvishwa

## EDUCATION

**The University of Texas at Dallas** - *Bachelor of Science in Finance and Economics*

May 2028

- Davidson Management Honors Program (DMHP), Academic Excellence Scholarship Recipient

## EXPERIENCE

**Project Destined** - *Real Estate Private Equity Intern*

April 2026 - Present

- Selected for a real estate private equity internship focused on investment analysis, financial modeling, and commercial real estate
- Will underwrite commercial real estate deals, analyzing return metrics, cash flows, risk, and capital structure across investments
- Will develop investment memos and present recommendations, evaluating deal feasibility, market conditions, and strategy

**Nitara's Kitchen** - *Co-Founder*

August 2022 - Present

- Managed 40+ monthly client orders, maintaining 95%+ customer retention through personalized service and consistent delivery
- Increased profitability by 40% through pricing optimization, expense tracking, and implementation of cost-control initiatives
- Drove 35% customer growth through targeted marketing campaigns, local outreach efforts, and customer acquisition strategies

**Rey Acquisitions** - *Founder*

June 2025 - December 2025

- Sourced and analyzed 100+ residential properties across North Texas, closing 8 deals with projected \$3K-\$6K profit per deal
- Built a direct-to-seller pipeline from 450+ FSBO Zillow leads and executed 400+ outreach attempts, generating qualified deals
- Evaluated deals using repair estimates and return metrics to maximize ROI, negotiating contracts through closing processes

**AccuraPledge** - *Co-Founder*

March 2025 - July 2025

- Engineered AI workflows for scheduling, billing, and document handling, reducing admin tasks by 30% across 3 practices
- Audited operations and implemented Zapier, Make, and OpenAI APIs, streamlining processes over 2 client-months of testing
- Secured and onboarded 3 practices (2 Dentists, 1 Dermatologist) through targeted outreach and personalized workflow design

**Maran Luxury** - *Business Development Intern*

April 2024 - June 2024

- Onboarded 4 Indian suppliers, securing a catalog of 60+ luxury furniture pieces for a U.S.-based startup
- Developed efficient communication systems, reducing supplier response times by 50% (24 to 12 hours), improving workflow
- Organized and maintained purchase, inventory, pricing, and sales data in spreadsheets to support trend analysis and accurate record-keeping

## PROJECTS

**NVIDIA vs AMD Equity Research Analysis**

March 2026 - Present

- Conducting equity research to evaluate whether NVIDIA's valuation premium over AMD is justified in AI markets
- Built financial models (FY2021-FY2025) from 10-K data to analyze revenue growth, margins, and segment performance
- Performed valuation analysis using EV/Revenue and EV/EBITDA to assess relative pricing and market expectations

## ACTIVITIES

**CLDS x Cognizant Consulting Case Competition** - *1st Place Team Member*

October 2025 - November 2025

- Won 1st place out of 70+ teams after advancing to the Top 5 finals, outperforming solutions in feasibility and implementation
- Designed a global rollout strategy for Eden, a gene-editing technology, ensuring ethical, internationally regulated adoption
- Presented the final proposal to Cognizant and CLDS judges, earning top evaluation scores for clarity and execution

**Sigma Alpha Epsilon (SAE)** - *Marketing Executive*

February 2026 - Present

- Managed Instagram content strategy and posting, increasing engagement by ~25% through consistent and targeted content
- Designed 25+ merchandise and apparel concepts, driving member adoption and strengthening brand consistency across events

**Financial Foundations Club** - *Founder & Co-President*

January 2023 - March 2025

- Organized and led 3+ hands-on workshops teaching financial literacy to 50+ students aged 9-14, introducing broad concepts
- Increased membership by 35% through targeted social media outreach and consistent word-of-mouth engagement efforts
- Developed a curriculum on budgeting frameworks, compound growth, and needs-vs-wants analysis to build financial skills

**Underground Discourse** - *Co-Host, Marketing Executive, & Editor*

March 2023 - January 2025

- Co-hosted and edited episodes with guests of 50K+ followers, driving a 40% engagement increase and audience growth
- Developed and executed Instagram and Discord campaigns, increasing reach by 25% and strengthening retention and presence
- Managed content strategy and audience interaction, strengthening relationships with influencers and listeners and fostering long-term brand loyalty

## ADDITIONAL

- Certifications: Bloomberg Finance Fundamentals, Excel Basics for Data Analysis
- Honors: Academic Excellence Scholarship (2025), AP Capstone Award (2025), AP Scholar Award (2024)
- Language Fluency: English (Native), Hindi (Native), Urdu (Advanced), Punjabi (Conversational)
- Technical Skills: Microsoft Office (Excel, Word, PowerPoint), Financial Modeling, Financial Analysis, Valuation (EV/EBITDA, EV/Revenue, Google Sheets, Zapier, Make, OpenAI API)
- Work Eligibility: Eligible to work in the U.S. with no restrictions

# Phuong Vu

Dallas, Texas | 469.422.1418 | phuong.vu.lily@gmail.com | linkedin.com/in/imphuongvu

## EDUCATION

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**Naveen Jindal School of Management, The University of Texas at Dallas** Expected December 2026  
*Master of Science, Finance, Real Estate Concentration GPA: 3.7*  
*Bachelor of Science, Marketing, Sales Concentration* December 2021

## SKILLS

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**Tools:** Excel (financial modeling, pro forma), ARGUS, Salesforce, Outreach, LeadIQ, Crystal Knows, Microsoft Dynamics 365  
**Competencies:** Program & project management, research due diligent, GTM execution, process optimization, merchant & client partnerships, content commerce, cross-functional collaboration, stakeholder management

## PROFESSIONAL EXPERIENCE

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**Project Destined – Real Estate Private Equity Intern** Dallas, TX  
*Real Estate Private Equity Intern* Feb 2026 – Present

- Participating in a 5-week REPE training program, underwriting three multifamily deals in team and individual settings, culminating in a private equity investment competition.
- Completed Project Destined’s CRE Fundamentals Program (Level 1: Market & Property Analysis); analyzed Offering Memoranda, reviewed NOI sensitivity, identified unrealistic pro forma assumptions, and applied skeptical underwriting principles.

**Vu Realty LLC** Dallas, TX  
*Property Management* Jan 2025 – Present

- Manage a portfolio of 5 residential properties across DFW; oversee tenant rotations, maintenance, and daily operations, sustaining 90%+ occupancy and monitoring income/expense performance.
- Prepare property-level operating reports, tracking revenue, maintenance costs, and NOI trends to support portfolio management decisions.
- Serve as primary contact for tenants, realtors, and contractors, resolving 95%+ of service requests within 48 hours and ensuring full lease compliance.

**Tata Consultancy Services** Dallas, TX  
*Associate Business Development Lead* Mar 2024 – Jun 2025

- Led business development for 10+ mid-market organizations; conducted market research and strategic outreach to C-suite executives, expanding the client pipeline.
- Maintained 100% CRM compliance, tracking contacts and pipeline progress while collaborating on cross-industry outreach campaigns resulting in 100+ monthly outbound activities.

*Market Development Specialist* Jun 2022 – Mar 2024

- Built relationships with 25+ key decision-makers in Healthcare & Life Sciences, generating pipeline opportunities averaging \$1M+ and fostering long-term partnerships.
- Designed multi-touch outreach sequences engaging 4,000+ prospects; analyzed 50+ CRM campaigns, securing 125+ qualified responses and optimizing business development strategy.

**GP Marketing Media** Dallas, TX  
*Co-Founder* Jun 2024 – December 2025

- Founded and operate a content and branding agency for restaurants and food brands across DFW, generating revenue and expanding clients’ digital presence.
- Managed content for Ngon Vietnamese Restaurant (Michelin-awarded), producing 100+ pieces, growing 1,000+ followers, and averaging 120,000 monthly views.

## ORGANIZATIONS

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Real Estate Club, Member – UT Dallas Aug 2025 – Present  
Graduate Finance Management Council, Member – UT Dallas Aug 2025 – Present

## ADDITIONAL INFORMATION

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**Languages:** Vietnamese | **Eligibility:** U.S. Citizen – eligible to work in the U.S. for internships and full-time with no restrictions

# Gaoge Yang

Melissa, TX | 213.234.8858 | Gaoge.Yang@UTDallas.edu | <https://www.linkedin.com/in/gaogeyang/>

## EDUCATION

### The University of Texas at Dallas

May. 2027

*Master of Science, Marketing*

Coursework:

Marketing Management, Market Entry Strategies, Interactive & Digital Marketing, Introduction to Real Estate

### University of Southern California, Los Angeles

May. 2021

*Master's Degree, Architecture*

**GPA 3.61**

### Shenzhen University, Shenzhen, China

Jun. 2018

*Bachelor's Degree, Architecture*

## SKILLS

**Certifications: Stukent Digital Marketing Simternship, Leadership in Energy and Environmental Design Accredited Professional in Building Design & Construction (LEED AP BD+C), Leadership in Energy and Environmental Design Green Associate (LEED GA)**

**Tools: Website Development, Adobe Suite, MS Office Suite, Architectural Pieces of software**

**Others: Team Collaboration, Time Management, Cross-group Communication**

## PROFESSIONAL EXPERIENCE

### KITDORITY BUSINESS AND TRADE LLC, Dallas-Fort Worth Metroplex, Texas

Jan. 2025 - Present

*Digital Marketing Specialist*

- Provide full-cycle e-commerce operational services for multiple overseas companies, managing multi-channel seller accounts across Temu and Amazon platforms to drive global sales growth
- Achieved 45% sales increase by optimizing e-commerce performance, including ranking Top 2 on Temu and 54th in category on Amazon US
- Analyze market data, plan promotional activities, and predict sales trends growth for 15%
- Direct overseas production and development teams to achieve 67% of launch targets while improving communication efficiency by 20%
- Provide quick responses to inquiries from North American customers, achieving a customer satisfaction rating of 4.8 out of 5

### Target (Northgate Store), Seattle, Washington

Nov. 2023 - Jun. 2024

*Marketing Staff, Fulltime, Marketing Department*

- Provided multiple services to customers such as helping them find items in cold/dry grocery shelves and unlocking wine racks for them

### Perkins&Will, Seattle, Washington

Jul. 2022 - Aug. 2023

*Designer I, Full-time, Architectural Design Team & Marketing Team*

- Designed a marketing booklet for a 10-story commercial office in Anchorage, Alaska
- Printed and compiled 50% DD drawing set with consultant files under the direction of senior designers

## ADDITIONAL INFORMATION

*Languages: Chinese (Mandarin), English*

*Eligibility:*

- US Permanent Resident, Eligible in the US for internships & full-time – no restrictions



Herbert D. Weitzman  
Institute for Real Estate

# FINANCIAL ANALYST

## Internship

SPRING 2026

## ARYAN AKHUD

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[www.linkedin.com/in/aryan-akhud-21b0a8263](http://www.linkedin.com/in/aryan-akhud-21b0a8263)

### EDUCATION

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University of Texas at Dallas – Richardson, Texas

**Degree: B.S. in Finance**

**Concentration: Financial Management**

**Graduation: December 2026**

**GPA: 3.6**

### INTERNSHIP EXPERIENCE

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**Project Destined** – Remote

*Jan 2026 – Feb 2026*

*Private Equity Intern*

- Analyzed real estate private equity deals across sourcing, underwriting, and asset management stages
- Macroeconomic trends, cap rates, and local market fundamentals to support investment recommendations by using financial models.
- Built and utilized financial models to evaluate investment opportunities, incorporating cash flow projections and IRR.
- Performed property-level financial analysis, assessing revenue growth, operating expenses, and valuation.

**Seven Tablets AI** - Addison, TX

*May 2025 - Aug 2025*

*Financial Analyst Intern*

- Built tiered revenue projection model using TAM and SAM analysis across a \$4.2B market, improving SaaS subscription efficiency by 18%.
- Supported customer segmentation and market sizing using financial metrics and DCF models for 3 major ecosystems (M365, Google Workspace, Zoom), identifying \$6.5M in growth potential.
- Conducted financial benchmarking and competitive analysis of 10+ SaaS pricing models, uncovering 12% cost optimization and 15% ROI improvement opportunities.

### PROJECTS

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**Yinan Value Investing & Financial Modeling Externship**

*Mar 2026 - Present*

- Constructed a 3-way financial models and perform DCF valuation analysis, and the IPO calendar.
- Analyzed public companies, evaluate revenue growth, free cash flow, ROIC.
- Conducted equity research, including competitive positioning, risk analysis, and industry benchmarking.

**Trammell Crow Company Bridge Program**

*Sept 2025 – Nov 2025*

- Built practical skills in real estate and understanding how innovations shape projects.
- Participated in site visits and discussions on industrial development near DFW airport.
- Understood the company's goal and how they expanded their business.

### ORGANIZATIONS AND LEADERSHIP INVOLVEMENT

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**Real Estate Club** – Richardson, TX

*Feb 2025 - Present*

*Member*

- Collaborated with 25+ peers and industry professionals to build commercial real estate analysis skills.
- Completed case studies and 3+ property tours applying valuation and development methods.

**FinTech Club** – Richardson, TX

*Jan 2025 - Present*

*Member*

- Applied analytical skills in biweekly sessions to develop fintech app prototypes and blockchain concepts.
- Collaborated with 10+ members to analyze fintech use cases and enhance project readiness.

### SKILLS AND INTERESTS

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**Technical:** SQL, Tableau, Python, Excel, Financial Modeling, DCF

**Finance/Accounting:** IRR, Asset Management, Financial Accounting, Managerial Accounting, Budgeting, Saving

## TANOJ ATMAKURI

Dallas, TX · (469) 647-2751 · tanoj.atmakuri@gmail.com · www.linkedin.com/in/tanojatmakuri

### EDUCATION

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**University of Texas At Dallas** – Richardson, TX

*Bachelor of Science in Finance*

Expected Graduation: **May 2028**

- GPA: 4.00

### EXPERIENCE

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**Project Destined**– Remote, US

**April 2026-Present**

#### **Real Estate Private Equity Intern**

- Participated in a 5-week real estate private equity training program, where I will be underwriting three multifamily deals in both team and individual settings, culminating in a private equity investment competition
- Conducting market analysis (rent comps, occupancy trends, demographics) to support investment decisions
- Delivered recommendations through a private equity case competition, presenting to real estate professionals

**180 Degrees Consulting** – Richardson, TX

**Nov 2025 - Present**

#### **Consultant**

- Selected as a Consultant at 180 Degrees Consulting UTD, supporting pro bono strategy projects and consistently delivering actionable insights for nonprofit and social impact organizations across multiple sectors.
- Led a consulting workstream for a nonprofit organization to redesign its internship onboarding process, identifying key inefficiencies in communication, training, and role clarity that were impacting intern retention and performance
- Delivered data-backed recommendations and a client-ready implementation roadmap, projected to improve intern engagement by 30%, reduce onboarding time by 15%, and increase program scalability for future cohorts

### PROFESSIONAL DEVELOPMENT

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**Ernst&Young(EY)** – Remote, US

**March 2026 - Present**

#### **Expedition**

- Chosen for EY's early-career development program introducing consulting fundamentals, client problem-solving methodologies, and the role of advisory teams in helping organizations address business challenges
- Completed case-based workshops on structured analysis and consulting workflows; collaborated with EY professionals to understand real-world advisory engagements and client problem-solving approaches

**Boston Consulting Group** – Remote, US

**Feb 2026 - Present**

#### **Launch**

- Selected for Boston Consulting Group's Launch Program, an early-identification initiative for high-potential students focused on strategy consulting, structured problem-solving, and case interview preparation

**Oliver Wyman** – Remote, US

**Feb 2026 - Present**

#### **Immersion Program**

- Participating in Oliver Wyman's Immersion Program, gaining insight into consulting workflows and how firms approach complex client problems through curated sessions, case walkthroughs, and practitioner-led discussions

### ACCOMPLISHMENTS

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**Securities Analysis Competition Finalist** – Richardson, TX

**Nov 2025**

- Selected as a Semifinalist (Top 8 of 50 teams) in the highly competitive Fall 2025 Security Analysis Competition (SAC) hosted by the Financial Leadership Association (FLA), demonstrating strong analytical and financial skills.
- Competed on a three-member equity research team analyzing American Battery Technology Company (NASDAQ: ABAT), building a full, detailed three-statement financial model with revenue drivers, margin sensitivities, and capex forecasts using 10-Ks, investor presentations, and industry benchmarks.
- Produced a professional equity research report and presentation deck, carefully integrating valuation multiples, detailed scenario analysis, and industry benchmarks to support a BUY rating with 148% upside potential.

### SKILLS, CERTIFICATIONS,& INTERESTS

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**Technical:** Excel, PowerPoint, Python,

**Tools:** Bloomberg Terminal, Tableau, SQL

**Analytical:** Financial Modeling, Valuation, Market Research, Scenario Analysis

**Interests:** EV technology, Environmental Sustainability, Basketball, Travel, Personal Finance

**Certifications:** Yale University - *Financial Markets* Certificate, Citadel US Computing Olympiad - Gold Certification (Top 10% Nationally), Dean's Honor List at UT Dallas for academic excellence

# Yasaswi Priya Challa

Dallas, TX 75252 | 309-989-0282 | yasaripriya@gmail.com | linkedin.com/in/yasaswi-priya-challa/

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## EDUCATION

### University of Texas at Dallas | Freshman

- Bachelor of Science in Finance
- Expected graduation: Aug 2027
- GPA: 3.82 / 4.00

### Dunlap High School, Dunlap, IL

- Graduated Top 5% of Class | Unweighted GPA: 3.93
- High Honor Roll, (All Semesters)

## REAL ESTATE EXPERIENCE

### Real Estate Private Equity Virtual Intern, Project Destined | Spring 2026

- Analyze real estate private equity investments through guided case studies, focusing on underwriting assumptions, cash flow projections, and exit scenarios
- Build Excel based financial models for multifamily and mixed use assets, including NOI growth, valuation, and return metrics
- Evaluate offering memorandums and investment presentations to assess deal risks and capital structure
- Collaborate with cohort members and industry professionals during live lectures and investment discussions, leading to a final investment competition

### ARGUS Enterprise Record of Achievement | Apr 2026

- Completed an ARGUS Enterprise workshop and earned a Record of Achievement after learning core platform navigation and cash flow modeling fundamentals
- Built an independent ARGUS cash flow model for a multifamily property, applying workshop-taught inputs such as rent, vacancy, and operating expenses to project NOI

### Commercial Real Estate Fundamentals Certificate, Project Destined | Jan 2026

- Completed a commercial real estate fundamentals program focused on market analysis, valuation, and deal financing
- Participated in live training and assessments introducing real estate underwriting and investment concepts

## ENTREPRENEURIAL PROJECTS

### Co-Founder, Gssecom (E-commerce Venture) | 2023 – 2025

- Held a 50% equity stake in an international e-commerce business generating \$7,661 in gross sales.
- Managed daily operations including pricing, inventory, order fulfillment, and customer support, maintaining ~30 orders per month across 13 countries.
- Built and maintained the company website and coordinated with suppliers to improve reliability and margins.
- Drove traffic and engagement, achieving 36,000 site visitors, while tracking revenues and adjusting strategy based on performance.

### President & Founder, Entrepreneur Club | Dunlap High School | 2022 - 2025

- Founded and led a student organization, guiding and helping 20+ students launch their own online businesses across diverse business models.
- Expanded the club by establishing a chapter in Naperville, increasing membership and reach.
- Raised \$670 in club funds to support programming and business initiatives.

## SKILLS & INTERESTS

- **Technical Skills:** Excel, Argus, AI, PowerPoint, Google Workspace, Canva
- **Interests:** Real estate markets, private equity, property investment analysis, financial modeling

# DHRUTHI CHENNA

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## EDUCATION

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**University of Texas at Dallas** – Richardson, Texas

**GPA 3.5**

**Bachelor of Science in Finance**

**August 2024-May 2028**

- Minor: Business Analytics and AI

Organizations: Woman in Tech and Business (WITB), Pi Chi Theta (PCT), Sigma Sigma Rho (SSR)

## WORK EXPERIENCE

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**Resilience** – Remote

**08/2025- Present**

**Finance/Implementation Intern**

- Performed financial statement and variance analysis, driving 15% performance improvement
- Built and refined financial models in Excel to analyze revenue, cost drivers, and EBITDA trends
- Assisted in process improvement initiatives by identifying inefficiencies in financial workflows
- Collaborated cross-functionally to support financial reporting and operational decision support

**Goldman Sachs Virtual Insight Program**– Remote

**01/2025-04/2025**

- Built DCFs and performed valuation analysis to assess investment opportunities and data stimulations
- Developed analytical and problem-solving skills by interpreting complex financial datasets.

**Claires**– Prosper, Texas

**08/2023-01/2025**

**Part time key holder**

- Drove sales and optimized inventory operations to consistently achieve \$30K monthly revenue target
- Led training and implementation of sales and piercing procedures to improve operational efficiency
- Oversaw weekly merchandise inventory valued at over \$10K and managed daily sales averaging \$2K

## ACTIVITIES

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**Pi Chi Theta (PCT)** –Richardson, Texas

**08/2025-Present**

**Treasurer**

- Oversaw financial operations for a student organization with \$5,000 in annual cash flows.
- Strengthening internal financial controls, improving reporting accuracy and accountability.
- Monitored member dues and maintain detailed financial records in Excel for transparency

**Sigma Sigma Rho** – Richardson, Texas

**08/2024-Present**

**Vice President of Finance (VPF)**

- Managed budgeting and financial planning processes, ensuring transparency and accountability
- Collaborated cross-functionally to support strategic decision-making and event execution
- Improved financial reporting efficiency using Excel-based tracking systems

## ADDITIONAL

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- Certifications: Microsoft Excel Certification (2024), Forage Citi Finance Certification
- Technical Skills: SQL, Tableau, Microsoft Excel, Microsoft PowerPoint, CRM, QuickBooks, Power BI, Machine Learning Models (LLMs), XML
- Soft Skills: Project management, Customer service, Tutoring, Communication, Task delegation, Documentation

# SHRAY DHUNGANA

Dallas, TX | (469)-407-9965 | dhungana.shray2007@gmail.com | linkedin.com/in/shraydhungana

## EDUCATION

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**The University of Texas at Dallas - Bachelor of Science in Finance**

**May 2028**

- Davidson Management Honors Program (DMHP), Collegium V Honors, Academic Excellence Scholarship Recipient **GPA: 3.7**

## EXPERIENCE

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**Project Destined - Dallas, TX**

**March 2026 - Present**

*Real Estate Private Equity Intern*

- Selected for a competitive real estate private equity internship focused on investment analysis and financial modeling
- Underwrote 2 multifamily deals, projecting levered/unlevered returns and debt sizing using DSCR, LTV, and debt yield
- Built 2 investment memos and presented recommendations, evaluating deal feasibility and market conditions

**Syon and Brother Inc. - Edgewood, TX**

**January 2025 - Present**

*Operations Supervisor*

- Directed operations for 3 commercial retail properties, monitoring financial performance, optimizing workflow, and implementing process improvements that enhanced operational efficiency across all locations
- Streamlined inventory and supply chain management using POS systems (Modisoft, EasyStorePro), digitizing finances, reducing errors, and accelerating restocking and reporting processes
- Conducted demographic surveys and launched targeted loyalty programs across all stores, increasing customer retention ~10% and driving \$4K-\$5K/month in incremental revenue

**Massive Capital - Remote**

**December 2025 - February 2026**

*Acquisitions Intern*

- Underwrote 10+ properties (\$100M+ assets) across multifamily, retail, RV/mobile home parks, convenience stores, and hotels, building detailed Excel financial models to project returns and assess investment viability
- Analyzed 20+ inbound acquisition opportunities with deal sourcing team, defining asset-class-specific buy-box criteria for 5+ asset classes using market trends, demographics, and occupancy benchmarks to prioritize top deals
- Developed and delivered investor pitch for RV park to 7 accredited investors, modeling IRR (21%), cash-on-cash return (12%), and equity multiple (2.3x) to secure funding recommendations

## ACTIVITIES AND PROJECTS

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**FinTech UTD - Richardson, TX**

**August 2025 - December 2025**

*Team Analyst*

- Secured 3rd place and \$200 in FinTech competition, presenting Atlas, a crypto anomaly detection platform to judges from JPMorgan, Goldman Sachs, Capital One, and PNC Bank
- Engineered backend algorithms in Python, FastAPI, NumPy, and Pandas to implement quantitative trading strategies, including pairs trading, mean reversion, and statistical anomaly detection
- Analyzed Tesla crypto market volatility and early price anomalies, generating actionable real-time signals to simulate high-frequency trading and test strategy efficacy

**Stock Volatility Analysis Project**

**November 2025**

- Programmed real-time Tesla stock volatility monitor in Python using AlphaVantage and NewsAPI from 100+ news outlets
- Scraped top 3-5 most relevant sources daily, calculating price changes and flagging movements above 5% for actionable alerts
- Delivered real-time alerts via WhatsApp, simulating practical trading workflows without Bloomberg terminals

## ADDITIONAL INFORMATION

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- **Certifications:** Microsoft Office Specialist: Word Associate, Microsoft Office Specialist: Excel Associate, PCEP - Certified Entry-Level Python Programmer, ESB- Entrepreneurship and Small Business Certification
- **Skills:** Financial Modeling & Underwriting, Real Estate & Private Equity Analysis, Excel, Python, Data Analysis, Market Research & Demographics, API Integration & Automated Alerts, Investment Memo & Presentation Prep
- **Languages:** English (Native), Nepali (Native/ Bilingual), Hindi (Advanced), Urdu (Conversational)
- **Work Eligibility:** US Citizen, Eligible to work in the US for internships and full-time with no restrictions

# Danial Hemani

Carrollton, Texas | 214.606.6643 | imtiazhemani@yahoo.com | <https://www.linkedin.com/in/danial-hemani1/>

## EDUCATION

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### The University of Texas at Dallas

*Bachelor of Science, Business Administration Concentration in Real Estate*

Comet Scholar

9 Hours Dual Credit in High School

Expected: May 2027

**GPA 3.7**

## PROFESSIONAL EXPERIENCE

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### DFW Realty and Mortgage Group, Dallas, Texas

October 2024 – Present

*Realtor*

- Closed 10+ residential transactions, generating consistent commission revenue while guiding clients from listing to closing
- Conducted 100+ showings and open houses, increasing property visibility and contributing to lead generation and client pipeline growth
- Negotiated contracts using market data and comps, helping clients secure competitive pricing and favorable terms
- Coordinated with lenders, inspectors, and title companies to ensure on-time closings and minimize transaction delays

### HP Tech Ventures, Remote

February 2024 – April 2024

*Intern*

- Evaluated 20+ pre-seed startups by analyzing business models, teams, and market opportunities to support investment decisions
- Leveraged advanced Excel functions such as SQL, and data visualization to interpret trends, compare performance, and provide actionable insights.
- Collaborated on investment memos and presentations, contributing insights that supported strategic funding discussions

### Naeem Ahmad CPA PC, Coppell, Texas

June 2021 – August 2023

*Accounting and Tax Intern*

- Analyzed financial records and bank statements for 30+ clients, improving accuracy and supporting timely tax return preparation.
- Prepared income statements and balance sheets, helping streamline tax filings for small business clients.
- Organized and categorized transactions using accounting software and Excel, increasing efficiency in reporting and audit readiness.

## ACADEMIC PROJECT EXPERIENCE

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### Company Analysis and Data Visualization, Information Technology for Business

August 2025 – December 2025

- Built a comprehensive Excel workbook analyzing sales and profitability across products, categories, and time periods, enabling clearer data-driven decisions.
- Applied PivotTables, charts, and analytics tools to uncover key sales trends, identify top-performing products, and highlight peak revenue periods.
- Performed forecasting and scenario analysis to project future sales, helping evaluate potential revenue outcomes.

### Project Scope, Operations Management

August 2024 – December 2024

- Analyzed a fictional company's operations, identifying key issues in customer feedback processes and product development cycles.
- Developed a detailed project plan, including work breakdown structure, timelines, and deliverables, improving project organization and execution clarity.

## SKILLS

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- Advanced Excel (PivotTables, INDEX/MATCH, Scenario Modeling)
- SQL (Joins, Aggregations, Data Extraction)
- Financial Modeling & Forecasting
- Data Visualization

# Rodrigo Hernandez

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<https://rodrigohernandezor1.wixsite.com/my-site-1>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Business Administration*

## PROFESSIONAL EXPERIENCE

**Sequoia Administration LLC**, The Woodlands TX

May 2024 – August 2024

*Project Manager*

- Planned and executed end-to-end project schedules, coordinating labor, materials, and subcontractors across multiple workstreams.
- Supervised 20+ personnel while monitoring productivity, safety, and quality metrics, resulting in a 10% productivity improvement
- Negotiated contracts with subcontractors, reducing project costs by 5% while maintaining quality and scope.
- Reduced project delays by 20% by implementing a more streamlined workflow and boosting productivity.

**Royal Prestige**, Mexico City

May 2022 – September 2022

*Salesman*

- Generated 5k in sales revenue in my first month by effectively promoting high-end kitchen products.
- Closed 25+ sales deals per month, consistently exceeding sales targets by 20% and driving business growth.
- Presented product demonstrations to over 100 clients, resulting in a 15% increase in customer engagement.
- Built and maintained strong relationships with a client base of over 200 customers ensuring repeat business.

## ACADEMIC PROJECT EXPERIENCE

**Professional Portfolio**, Business communication

August 2024 – December 2024

- Designed and launched a personal portfolio website achieving 25% increase in user engagement.
- Developed the website's layout and functionality, increasing usability by 35%.
- Identified and capitalized on new business opportunities which gave me 5+ business opportunities.

## ORGANIZATION EXPERIENCE

**Interact Club**, Fork Union Military Academy

August 2022 – May 2023

- Organized and led 10+ community service events contributing over 200 volunteer hours to the local community.

**Debate Team**, Fork Union Military Academy

August 2021- May 2023

- Prepared and delivered over 20 successful debate presentations contributing to a 95%-win rate within my team.

**Soccer Camp/ triathlete coach**, Self Employed

May 2024 – Current

- Created and managed a summer soccer camp and triathlete coaching program attracting over 25 customers.

## ADDITIONAL INFORMATION

*Skills:* Microsoft Project, Sales, Negotiation, Leadership, Client Relationship Management, Professional Communication.

*Extra curriculars:* 5x Half Ironman finisher, 2x Woodlands varsity soccer top 3 in state, 2x Fork Union Cadet of the term.

*Languages:* Spanish, English

*Eligibility:* Student VISA

# Mark Miako

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## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance and Business Analytics & AI*

**Davidson Management Honors Program**

**May 2029**

**GPA: 3.50**

**Skills:** Operations Analysis, Demand Forecasting, Sourcing Analysis, Financial & Data Analysis, Market Research, Negotiation, Due Diligence, Process Improvement, Adaptability, Attention to Detail

**Certifications:** Microsoft Office Specialist, Project Destined: Real Estate Fundamentals, IRS VITA Certification, NOCTI Accounting Foundations, Bloomberg Market Concepts, Bloomberg Finance Fundamentals

**Tools:** Microsoft Office, Power BI, SAP, GAINS Forecasting Software, Java, Python, SQL, Tableau, Meta Ads, CRM Software

## PROFESSIONAL EXPERIENCE

**Weavercres Auto**, Lewisville, Texas

**January 2025 – Present**

*Salesman and Online Marketing Assistant*

- Grew monthly sales by 30% by optimizing digital lead conversion and enhancing customer engagement
- Generate 100+ additional leads per week through targeted online listings and strategic social media posts, and refining customer follow-up systems
- Streamline inventory sourcing operations and criteria, resulting in decreased reconditioning and repair turnaround, improving time-to-sale and lot availability

**Bell Helicopter**, Fort Worth, Texas

**September 2024 – August 2025**

*Commercial Business & STEP Intern*

- Managed ~ \$1M global spare parts inventory, optimizing availability and maintaining target stock levels across international distribution points. Ensuring timely availability and optimal inventory levels
- Forecasted spare parts demand across Bell legacy, active, and developmental aircraft programs, cutting AOG incidents and hitting delivery targets at international distribution points
- Analyzed historical and predictive trend data to forecast inventory demand to ensure inventory fulfillment for aircraft bulletins, warranty, and maintenance plans, increasing safety and reliability of aircraft

## ORGANIZATION EXPERIENCE

**Consulting & Leadership Development Society**, Consultant & Operations Officer

**August 2025 – Present**

- Identified operational bottleneck for independent cabinetry contractor and proposed Jobber CRM implementation, consolidating all administrative workflows and driving a 10% efficiency improvement
- Orchestrated social media and marketing for the semiannual strategy case competition, drawing 131 participants across UTD's several schools
- Coached a junior member on client-facing presentation strategy, drawing on industry and project experience

**Association of Supply Chain Management**, Student Outreach Officer

**August 2025 – Present**

- Leveraged Bell Flight internship network to secure and organize a supply chain-focused case competition, bringing an industry partner into the organization
- Launched Alumni Spotlight Series to connect current members with alumni for networking and guidance

**UTD Real Estate Club**, Active Member

**August 2025 – Present**

- Engaged with senior professionals from Goldman Sachs, PGIM Real Estate, and Northmarq through rotational panels on structured credit, debt and equity placement, and institutional asset management

## ADDITIONAL INFORMATION

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

# Manav Patel

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## EDUCATION

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**The University of Texas at Dallas**, Richardson, TX

**May 2028**

**Bachelor of Science In Finance**, GPA: 3.84

**Honors/Awards:** Academic Excellence Scholarship, CUTX Scholarship

**Organization:** Real Estate Club, Financial Leadership Association

## PROFESSIONAL EXPERIENCE

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**Drusti LLC**, Wylie, TX

**Jun 2020 – Present**

*Financial Real Estate Bookkeeping*

- Negotiated reduced vendor fees, 15% savings on maintenance contracts and improved cash flow accuracy.
- Created and maintained detailed financial spreadsheets to monitor income and expenses.
- Analyzed budgets and financial reports; implemented cost saving opportunities resulting in a 10% saving.
- Coordinated with CPAs during tax season, organizing fiscal records for properties to ensure timely filing.

**Mangusta Capital Externship**, Remote

**Sep 2025 – Nov 2025**

*Deal Sourcing & Startup Analysis Extern*

- Conducted market research and competitive benchmarking to identify investment opportunities aligned with a \$80M AI-focused fund thesis.
- Developed an investment memo analyzing early stage startups, evaluating market size, founder strength, and competition.
- Acted as a VC Associate, sourcing and evaluating high-potential vertical AI startups across industries including manufacturing, logistics, and healthcare.

## ACADEMIC PROJECT AND ACCOMPLISHMENTS

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**Securities Analysis Competition**

**Sep 2025 – Oct 2025**

*Project Manager*

- Analyzed 12 American Airlines quarter earnings, and built a 5 year revenue, EBITDA & FCF forecast.
- Developed detailed DCF model to evaluate American Airlines stock, with a 8% buy potential.
- Performed sensitivity analysis on the valuation model, testing the impact of key variables (e.g., fuel costs, interest rate changes) on the final stock price, demonstrating a grasp of investment risk assessment.
- Presented a full equity research report on American Airlines to a panel of industry judges.

**Texas Real Estate**

**Jan 2025 – Present**

- Completed 180-hour real estate certification in RE finance, promulgated contracts, and RE contracts.
- Helped clients obtain investment properties gaining 20% equity.
- Attended property inspections, drafted repair addendums, and negotiated seller concessions.
- Evaluated investment property deals by analyzing cap rates, cash-on-cash return, and projected appreciation to advise clients on acquisition decisions.

## ORGANIZATION EXPERIENCE

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**Shree Swaminarayan Gurukul Dallas**

**January 2025 – Present**

*Event Coordinator*

- Planned and organized community cultural and educational events.
- Managed logistics for events drawing over 500 attendees, coordinating schedules, vendor requirements, and team assignments to ensure all cultural events concluded successfully and on budget.
- Served as the primary liaison between community members, organizational leadership, and volunteer teams, ensuring clear communication and alignment of expectations for all events.

## ADDITIONAL INFORMATION

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- **Computer Skills:** Microsoft Word, Excel, and Powerpoint, Tableau
- **Languages:** English (Native), Gujarati (Fluent), Hindi (Fluent)
- **Interests:** Real Estate, Pickleball, Music, Food, Traveling, Watches, Cars, Football, Volunteering.

## Aditya Praveen

Frisco, TX | (214)-494-9713 | [axp220259@utdallas.edu](mailto:axp220259@utdallas.edu) | [linkedin.com/in/adityapraveen080](https://www.linkedin.com/in/adityapraveen080) | U.S. Citizen

### EDUCATION

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**The University of Texas at Dallas**

**Richardson, TX**

**Bachelor of Science: Finance**

**Expected Graduation: May 2027**

Relevant Coursework: Financial Modeling & Valuation, Managerial & Financial Accounting, Microeconomics, International Financial Management, AI In Business, Regulation of Business & Financial Markets, Real Estate Principles

Extracurriculars & Clubs: Financial Leadership Association, Sports Analytics Club (Treasurer), Real Estate Club & UTD Dean's Cup

### PROFESSIONAL EXPERIENCE

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**Target**

**Prosper, TX**

**General Merchandise Expert**

**September 2023 - May 2024**

- Supported the launch of a new Prosper Target store in a fast paced dynamic setting by assisting with pre-opening setup, including shipment unloading, fixture assembly, and departmental merchandising
- Maintained sales floor excellence by maintaining a 93% customer satisfaction score, zoning shelves, addressing spills/safety hazards, and ensuring accurate pricing/signage
- Managed inventory receiving, sorting, and stocking processes, including daily restocking, cycle counts, and scanning to minimize out-of-stock scenarios, improving inventory accuracy by 14%
- Stocked shelves, built displays, and executed visual merchandising standards to ensure a guest-ready sales floor prior to grand opening
- Ensured 98% annual store compliance with safety protocols to meet Target's consumer & asset protection standards

**Dallas Formula Racing - Formula SAE**

**Richardson, TX**

**Director of Business Development**

**December 2023 - Present**

- Generated & allocated over \$250k in capital and components by managing 40+ sponsor accounts, building a partnership pipeline, and negotiating multi-stakeholder agreements including testing site and facility access at Eagle's Canyon Raceway
- Secured \$30k+ in interdisciplinary funding by co-authoring and delivering proposals to CS, ECE, JSOM, and Bass departments
- Placed 18th in FSAE Michigan (EV) 2025 & 21st in FSAE Michigan (IC) 2024 Business Competitions by designing case components on vehicle optimization, fuel compliance, and supply chain modeling
- Advanced as a 2025 IC Business Competition Semi-finalist by preparing a [live presentation](#) & [RFP](#), focusing on proposed production costs, implementation strategy, and timeline rationale, presented to the CAR Board of Directors
- Led a 15-member cross-functional team to deliver competition strategy, financial modeling, and operational planning initiatives, improving FSAE project execution timelines

**UTD Pickleball Club**

**Richardson, TX**

**Treasurer & Site Coordinator**

**August 2024 - Present**

- Expanded weekly Open Play meetings by increasing player turnout by 50% (from 20 to 30 members); implemented membership dues and optimized court/equipment logistics
- Raised \$600 for Children's Health through a co-hosted UTD Pickleball x FSA tournament; managed logistics across Beginner and Intermediate brackets
- Secured funding for UTD Pickleball Traveling Competition Team; Obtained a partnership with PPA Pro (UTD Alumnus) for a mixer event; enhanced member benefits by negotiating PPA Tour (Dallas) ticket access for club members
- Implemented Excel Dashboards for club finances & event attendance, increasing budget and planning efficiency by 43%
- Raised \$300 in club funds by spearheading the Spring '25 bake sale initiative, attracting new members and increasing engagement

### PROJECTS

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**Equity Research Analysis Report – General Mills (GIS)**

- Produced a comprehensive equity research report including valuation modeling, DCF analysis, and competitive industry research, culminating in a structured investment recommendation supported by macroeconomic and sector-level analysis
- Modeled General Mills revenue growth, operating margins, free cash flow, cost of capital, and terminal value to support a BUY recommendation with an estimated 16% upside
- Conducted in depth industry and competitive analysis across cloud computing, artificial intelligence, and enterprise software to evaluate long term earnings drivers and risk factors

### ADDITIONAL

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**Technical Skills:** Financial Modeling (DCF, LBO, M&A), Excel, PowerPoint, Financial Statement Analysis, Real Estate Market & Housing Policy Analysis, Urban Development Research, Outreach Strategy

**Certifications & Training:** Cognizant Leadership Summit, JP Morgan Chase Virtual Experience, Oliver Wyman Financial Services Job Simulation

**Alyssa Times**

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**EDUCATION**

*The University of Texas, Dallas, TX*

**Master of Science in Data Analytics and Artificial Intelligence**

May 2027

**Relevant coursework:** Database Foundations, Advanced Statistics, Business Analytics with R, Prescriptive Analytics  
Real Estate Investment Management Certificate

**Relevant coursework:** Introduction to Real Estate, Real Estate Investments, Advance Real Estate Law Practice

*Jackson State University, Jackson, MS*

May 2024

**Bachelor of Arts, Business Management**

**Tools:** ARGUS, R, SQL, Python, Tableau, Canva, Microsoft Office, Visual Code Studio, Salesforce

**PROFESSIONAL EXPERIENCE**

**Securitas, Coppell, TX**

Nov 2025 –Present

*Field Supervisor*

- Direct daily security operations supporting 1,000+ customers across multiple locations
- Train and develop 10+ officers across four locations, improving team performance
- Provide multi-site leadership to officers, ensuring safety and operating protocols are effectively executed

**Walmart Supercenter, Naperville, IL**

Dec 2020–Nov 2025

*Personal Shopper Team Lead*

- Supported seamless digital shopping operations during and after COVID
- Developed 5–7 product features weekly across key categories
- Executed order fulfillment processes to meet productivity targets

**Home Depot, Atlanta, GA**

Sep 2023 – Nov 2023

*Marketing Extern*

- Analyzed raw data to generate insights and support strategic decision-making
- Evaluated digital presence by product and service to optimize brand positioning
- Designed content and promotional materials to support marketing campaigns

**Walmart Home Office, Bentonville, AR**

May 2023 – Aug 2023

*Bakery Merchandiser Intern*

- Produced weekly reports to track business performance
- Enhanced supplier engagement strategies, contributing to a 10% increase in bakery online content
- Collaborated with merchant teams in quarterly reviews and strategic planning sessions
- Performed data analysis to support business insights and operational decisions

**ORGANIZATION EXPERIENCE**

**Alpha Phi Omega Fraternity (Community Service), Treasurer - Jackson State University**

Dec 2023 – Present

**Envision (Data Analytics Peer Organization) – University of Texas at Dallas**

Feb 2026-Present

**Real Estate Club – University of Texas at Dallas**

Jan 2026-Present

**CERTIFICATIONS**

Advanced SQL and Database Design Certification

*Argus*

**ADDITIONAL INFORMATION**

*US citizen, eligible to work in the US for internships and full-time with no restrictions*

# Chanunporn Jan Tippayasoontorn

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## EDUCATION

### **The University of Texas at Dallas**

Bachelor of Science, Finance, Financial Management concentration

May 2027

GPA 3.89

## SKILLS

Microsoft 365 (PowerPoint, Excel, Word, Outlook), Canva, Tableau, and Guest Service.

## RELEVANT ACADEMIC EXPERIENCE

### **Financial Modeling & Valuation Course**

January 2026 – Present

- Derived relative equity value utilizing public comps, precedent transactions, and a 5-year DCF.
- Synthesized a Leveraged Buyout model to evaluate IRR and cash-on-cash multiples under various scenarios.
- Evaluated M&A impact through accretion/dilution merger models to determine pro-forma EPS variance.

### **Vista Equity Partners Demystifying Private Equity – Job Simulation, Forage**

January 2026

- Interpreted and audited key financial data, from 20+ pages of SEC filings to analyze business performance.
- Built a detailed income statement from 100+ rows of raw data to streamline sensitivity analysis and valuation.
- Produced an investment memo outlining growth, profitability, and strategy for immediate team review.

## ORGANIZATION & DEVELOPMENT

### **Event Coordinator – Circle K International, The University of Texas at Dallas**

September 2025 – Present

- Coordinated a fundraising event, a thrift store pop-up sale that generated \$1200 in donations.
- Planned a toy craft event for a local animal shelter, fulfilling over 30 handcrafted pet toys.

### **Public Relations – Pickleball Club, The University of Texas at Dallas**

August 2024 – Present

- Acted as the primary point of contact for external partnerships, joint social events, and charity tournaments.
- Managed the organization's digital identity, designing content to promote weekly openplay, increasing active club membership by 15% in one semester.

### **Member – Weitzman Institute for Real Estate, The University of Texas at Dallas**

September 2023 – Present

- Expanded industry and market knowledge by actively participating in 5+ club-organized events per semester.
- Engaged in property tours and site visits, gaining real-world insight into management and market dynamics.

### **Volunteer – North Texas Food Bank, Plano, TX**

June 2023 – Present

- Accurately distributed and packaged an average of 30,000 pounds of food per shift, exceeding daily targets.
- Streamlined the sorting process for dried food times, increasing the packing rate to 10 bags per minute.

## PROFESSIONAL EXPERIENCE

### **Togo Attendant – True Food Kitchen, Dallas, TX**

April 2024 – November 2025

- Maintained a 99% order accuracy rate while managing a high-frequency transaction of 50+ orders per shift.
- Optimized logistics for high-volume orders, reducing wait times by 25% through improved packaging systems.
- Trained new team members on operational procedures, standardizing service protocols across the team.

### **Server – Taste of Thai Plano, Plano, TX**

February 2022 – March 2023

- Increased operational capacity by 30% by refining table turnover procedures and meal preparation tracking.
- Generated a 25% increase in average sales through strategic upselling and deep product knowledge.
- Managed high-pressure time constraints to ensure 99% order fulfillment accuracy, balancing inventory management with real-time customer needs.

## ADDITIONAL INFORMATION

**Languages:** Proficient in English and familiar with Thai

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

# James Uhl

Plano, Texas 75074 • (214)-885-8046 • James.Uhl8102@gmail.com

## EDUCATION

### **The University of Texas at Dallas**

Expected December 2026

*Bachelor of Science, Business Administration- Real Estate Finance Concentration*

**Relevant Courses:** *Business Finance, Information Technology, Managerial Methods, Operations Management, Organizational Behavior*

**GPA: 3.182**

### **Collin College, Plano Texas**

Graduated May 2024

*Associate of Arts, General Studies*

**Honors/ Awards:** *Dean's List Spring 2023*

**Relevant Courses:** *Financial Accounting, Managerial Accounting, Business Law*

**GPA: 3.14**

## PROFESSIONAL EXPERIENCE

### **LA Fitness International, Plano, Texas**

May 2022– Present

*Front Desk Receptionist*

- Manage member accounts and resolve billing issues, supporting customer retention and satisfaction
- Contribute to monthly revenue by consistently meeting membership sales and renewal targets
- Coordinate 5–10 weekly onboarding appointments to improve client experience and engagement
- Support daily operations for a 1,200+ member facility, ensuring efficient front desk workflow
- Selected to train and mentor 10+ new hires, improving service consistency and team performance

### **Brookshires Grocery Company, Celina, Texas**

November 2018– August 2021

*Courtesy Clerk/ Stocker*

- Strengthened client experience by delivering high-volume customer service to 100+ customers daily
- Supported merchandising and inventory processes to maintain product availability and sales flow
- Processed shipments and restocked inventory to ensure operational efficiency
- Trained new employees on procedures and customer service standards

## EXTRACURRICULAR EXPERIENCE

### **Highland Homes, McKinney, Texas**

October 2024

*Shadowed Project Manager*

- Observed project scheduling and construction management processes for 5 residential builds
- Supported accounting and payroll documentation tasks
- Scheduled municipal inspections using SAM and Build Pro software
- Organized construction office yard materials, and returns for credit on material not used

### **Our Community Food Pantry, Princeton, Texas**

September 2025- Present

*Volunteer*

- Coordinate the flow of food distribution to serve 40-50 families through an organized 3-4 family intake system
- Manage inventory by stocking shelves and monitoring supply levels
- Collaborate with team members to streamline operations and maintain a safe, orderly environment

### **Real Estate Club, University of Texas at Dallas**

January 2026- Present

- Attend workshops and speaker events focused on real estate finance, development, management and investments
- Network with industry professionals and alumni through club events and online forums
- Obtaining project management certificate

## ADDITIONAL INFORMATION

*Skills:* Critical Thinking, Creativity, Time Management, Teamwork, Customer Service, Sales, Marketing, Project Management, Interpersonal Communications, Detail Oriented, Microsoft Word, Microsoft Excel, PowerPoint

# Abdullah Uzer

Allen, TX, 75013 | (972) 370-7111 | uzerabdullah27@gmail.com | <https://www.linkedin.com/in/abdullah-uzer-0170a3336/>

## EDUCATION

**Bachelor of Science in Computer Science | Minor in Finance Real Estate Concentration**

**Spring 2028**

*The University of Texas at Dallas, Richardson, TX*

**Relevant Coursework:** Financial Accounting, Probability & Statistics, Real Estate Finance

## EXPERIENCE

**Dallas County of Health and Human Services, Dallas TX**

June 2025 – August 2025

*Finance & Budget Intern*

- Reviewed federal and state grant contracts, identifying key funding terms and compliance requirements
- Assisted with grant budget setup and prepared budget appropriation templates using the chart of accounts
- Tracked and organized program invoices and budget data using Excel, reporting to my supervisor daily maintaining accurate records and confidentiality in all tasks.
- Analyzed multi-year budgets to identify spending trends and allocation priorities, applying continuous improvement by refining my approach to financial analysis
- Collaborated with the Finance and Budget team on reporting initiatives and presented a performance analysis to the Deputy Director and leadership, earning formal recognition for outstanding contribution.

**Univa Trade LLC, Addison TX**

June 2024 – May 2025

*Financial Assistant*

- Analyzed trends in sales revenue and expenses for an e-commerce business to identify potential areas of improvement and cost savings opportunities, increasing sales by 30% the first month.
- Assisted in the development of annual budgets and long-term business plans.
- Created and managed online advertising campaigns with Google Ads, Facebook Ads, LinkedIn Ads.
- Improved online visibility through search engine optimization (SEO) and performance data tracking.

## EXTRACURRICULAR ACTIVITIES

**AIAA – Comet Rocketry, UT Dallas – *Business Specialist***

- Drafted and submitted grant applications for our nonprofit to local tech and engineering companies to fund annual competitions.
- Partnered with engineering and operations leads to align financial requests with project milestones.
- Managed sponsor outreach, proposal writing, and fund tracking using Excel to ensure accountability.

**Real Estate Club, UT Dallas – Member**

- Participate in club events and professional development sessions focused on commercial real estate, development, and industry networking.
- Completed the Herbert D. Weitzman Institute for Real Estate “From Blueprint to Building: The Journey of JSOM III” certificate program covering the development process from planning and financing to construction and delivery.

## CERTIFICATIONS & PROGRAMS

**Morgan Stanley Early Insights Program**

October 2025

- Selected to participate in an immersive exploration of Morgan Stanley’s business divisions, focusing on finance, risk, and operations.
- Gained exposure to financial modeling, firm strategy, and professional development sessions led by senior analysts and associates.

**McKinsey Forward Program**

October 2025

- Completed McKinsey’s structured curriculum on problem solving, communication, and analytical thinking.
- Applied frameworks to real-world business challenges to develop leadership.

## SKILLS & INTERESTS

**Technical Skills:** Excel, Financial Modeling, Data Analysis, Java, C++, HTML, SEO, Microsoft Office

**Soft Skills:** Analytical Thinking, Collaboration, Communication, Leadership, Adaptability

**Languages:** English (fluent), Turkish (fluent), Spanish (intermediate)

**Interests:** Pottery, UT Dallas IM soccer, following sports analytics

# REYAN VISHWAKARMA

Frisco, TX • (945)-249-4562 • vishwakarma.reyan@gmail.com • linkedin.com/in/reyanvishwa

## EDUCATION

The University of Texas at Dallas - *Bachelor of Science in Finance and Economics*

May 2028

- Davidson Management Honors Program (DMHP), Academic Excellence Scholarship Recipient

## EXPERIENCE

**Project Destined** - *Real Estate Private Equity Intern*

April 2026 - Present

- Selected for a real estate private equity internship focused on investment analysis, financial modeling, and commercial real estate
- Will underwrite commercial real estate deals, analyzing return metrics, cash flows, risk, and capital structure across investments
- Will develop investment memos and present recommendations, evaluating deal feasibility, market conditions, and strategy

**Nitara's Kitchen** - *Co-Founder*

August 2022 - Present

- Managed 40+ monthly client orders, maintaining 95%+ customer retention through personalized service and consistent delivery
- Increased profitability by 40% through pricing optimization, expense tracking, and implementation of cost-control initiatives
- Drove 35% customer growth through targeted marketing campaigns, local outreach efforts, and customer acquisition strategies

**Rey Acquisitions** - *Founder*

June 2025 - December 2025

- Sourced and analyzed 100+ residential properties across North Texas, closing 8 deals with projected \$3K-\$6K profit per deal
- Built a direct-to-seller pipeline from 450+ FSBO Zillow leads and executed 400+ outreach attempts, generating qualified deals
- Evaluated deals using repair estimates and return metrics to maximize ROI, negotiating contracts through closing processes

**AccuraPledge** - *Co-Founder*

March 2025 - July 2025

- Engineered AI workflows for scheduling, billing, and document handling, reducing admin tasks by 30% across 3 practices
- Audited operations and implemented Zapier, Make, and OpenAI APIs, streamlining processes over 2 client-months of testing
- Secured and onboarded 3 practices (2 Dentists, 1 Dermatologist) through targeted outreach and personalized workflow design

**Maran Luxury** - *Business Development Intern*

April 2024 - June 2024

- Onboarded 4 Indian suppliers, securing a catalog of 60+ luxury furniture pieces for a U.S.-based startup
- Developed efficient communication systems, reducing supplier response times by 50% (24 to 12 hours), improving workflow
- Organized and maintained purchase, inventory, pricing, and sales data in spreadsheets to support trend analysis and accurate record-keeping

## PROJECTS

**NVIDIA vs AMD Equity Research Analysis**

March 2026 - Present

- Conducting equity research to evaluate whether NVIDIA's valuation premium over AMD is justified in AI markets
- Built financial models (FY2021-FY2025) from 10-K data to analyze revenue growth, margins, and segment performance
- Performed valuation analysis using EV/Revenue and EV/EBITDA to assess relative pricing and market expectations

## ACTIVITIES

**CLDS x Cognizant Consulting Case Competition** - *1st Place Team Member*

October 2025 - November 2025

- Won 1st place out of 70+ teams after advancing to the Top 5 finals, outperforming solutions in feasibility and implementation
- Designed a global rollout strategy for Eden, a gene-editing technology, ensuring ethical, internationally regulated adoption
- Presented the final proposal to Cognizant and CLDS judges, earning top evaluation scores for clarity and execution

**Sigma Alpha Epsilon (SAE)** - *Marketing Executive*

February 2026 - Present

- Managed Instagram content strategy and posting, increasing engagement by ~25% through consistent and targeted content
- Designed 25+ merchandise and apparel concepts, driving member adoption and strengthening brand consistency across events

**Financial Foundations Club** - *Founder & Co-President*

January 2023 - March 2025

- Organized and led 3+ hands-on workshops teaching financial literacy to 50+ students aged 9-14, introducing broad concepts
- Increased membership by 35% through targeted social media outreach and consistent word-of-mouth engagement efforts
- Developed a curriculum on budgeting frameworks, compound growth, and needs-vs-wants analysis to build financial skills

**Underground Discourse** - *Co-Host, Marketing Executive, & Editor*

March 2023 - January 2025

- Co-hosted and edited episodes with guests of 50K+ followers, driving a 40% engagement increase and audience growth
- Developed and executed Instagram and Discord campaigns, increasing reach by 25% and strengthening retention and presence
- Managed content strategy and audience interaction, strengthening relationships with influencers and listeners and fostering long-term brand loyalty

## ADDITIONAL

- Certifications: Bloomberg Finance Fundamentals, Excel Basics for Data Analysis
- Honors: Academic Excellence Scholarship (2025), AP Capstone Award (2025), AP Scholar Award (2024)
- Language Fluency: English (Native), Hindi (Native), Urdu (Advanced), Punjabi (Conversational)
- Technical Skills: Microsoft Office (Excel, Word, PowerPoint), Financial Modeling, Financial Analysis, Valuation (EV/EBITDA, EV/Revenue, Google Sheets, Zapier, Make, OpenAI API)
- Work Eligibility: Eligible to work in the U.S. with no restrictions

# Gaoge Yang

Melissa, TX | 213.234.8858 | Gaoge.Yang@UTDallas.edu | <https://www.linkedin.com/in/gaogeyang/>

## EDUCATION

### The University of Texas at Dallas

May. 2027

*Master of Science, Marketing*

Coursework:

Marketing Management, Market Entry Strategies, Interactive & Digital Marketing, Introduction to Real Estate

### University of Southern California, Los Angeles

May. 2021

*Master's Degree, Architecture*

**GPA 3.61**

### Shenzhen University, Shenzhen, China

Jun. 2018

*Bachelor's Degree, Architecture*

## SKILLS

**Certifications: Stukent Digital Marketing Simternship, Leadership in Energy and Environmental Design Accredited Professional in Building Design & Construction (LEED AP BD+C), Leadership in Energy and Environmental Design Green Associate (LEED GA)**

**Tools: Website Development, Adobe Suite, MS Office Suite, Architectural Pieces of software**

**Others: Team Collaboration, Time Management, Cross-group Communication**

## PROFESSIONAL EXPERIENCE

### KITDORITY BUSINESS AND TRADE LLC, Dallas-Fort Worth Metroplex, Texas

Jan. 2025 - Present

*Digital Marketing Specialist*

- Provide full-cycle e-commerce operational services for multiple overseas companies, managing multi-channel seller accounts across Temu and Amazon platforms to drive global sales growth
- Achieved 45% sales increase by optimizing e-commerce performance, including ranking Top 2 on Temu and 54th in category on Amazon US
- Analyze market data, plan promotional activities, and predict sales trends growth for 15%
- Direct overseas production and development teams to achieve 67% of launch targets while improving communication efficiency by 20%
- Provide quick responses to inquiries from North American customers, achieving a customer satisfaction rating of 4.8 out of 5

### Target (Northgate Store), Seattle, Washington

Nov. 2023 - Jun. 2024

*Marketing Staff, Fulltime, Marketing Department*

- Provided multiple services to customers such as helping them find items in cold/dry grocery shelves and unlocking wine racks for them

### Perkins&Will, Seattle, Washington

Jul. 2022 - Aug. 2023

*Designer I, Full-time, Architectural Design Team & Marketing Team*

- Designed a marketing booklet for a 10-story commercial office in Anchorage, Alaska
- Printed and compiled 50% DD drawing set with consultant files under the direction of senior designers

## ADDITIONAL INFORMATION

*Languages: Chinese (Mandarin), English*

*Eligibility:*

- US Permanent Resident, Eligible in the US for internships & full-time – no restrictions



Herbert D. Weitzman  
Institute for Real Estate

# LENDING

## Internship

SPRING 2026

**TANOJ ATMAKURI**

Dallas, TX · (469) 647-2751 · tanoj.atmakuri@gmail.com · www.linkedin.com/in/tanojatmakuri

**EDUCATION**

**University of Texas At Dallas** – Richardson, TX

*Bachelor of Science in Finance*

Expected Graduation: **May 2028**

- GPA: 4.00

**EXPERIENCE**

**Project Destined**– Remote, US

**April 2026-Present**

**Real Estate Private Equity Intern**

- Participated in a 5-week real estate private equity training program, where I will be underwriting three multifamily deals in both team and individual settings, culminating in a private equity investment competition
- Conducting market analysis (rent comps, occupancy trends, demographics) to support investment decisions
- Delivered recommendations through a private equity case competition, presenting to real estate professionals

**180 Degrees Consulting** – Richardson, TX

**Nov 2025 - Present**

**Consultant**

- Selected as a Consultant at 180 Degrees Consulting UTD, supporting pro bono strategy projects and consistently delivering actionable insights for nonprofit and social impact organizations across multiple sectors.
- Led a consulting workstream for a nonprofit organization to redesign its internship onboarding process, identifying key inefficiencies in communication, training, and role clarity that were impacting intern retention and performance
- Delivered data-backed recommendations and a client-ready implementation roadmap, projected to improve intern engagement by 30%, reduce onboarding time by 15%, and increase program scalability for future cohorts

**PROFESSIONAL DEVELOPMENT**

**Ernst&Young(EY)** – Remote, US

**March 2026 - Present**

**Expedition**

- Chosen for EY’s early-career development program introducing consulting fundamentals, client problem-solving methodologies, and the role of advisory teams in helping organizations address business challenges
- Completed case-based workshops on structured analysis and consulting workflows; collaborated with EY professionals to understand real-world advisory engagements and client problem-solving approaches

**Boston Consulting Group** – Remote, US

**Feb 2026 - Present**

**Launch**

- Selected for Boston Consulting Group’s Launch Program, an early-identification initiative for high-potential students focused on strategy consulting, structured problem-solving, and case interview preparation

**Oliver Wyman** – Remote, US

**Feb 2026 - Present**

**Immersion Program**

- Participating in Oliver Wyman’s Immersion Program, gaining insight into consulting workflows and how firms approach complex client problems through curated sessions, case walkthroughs, and practitioner-led discussions

**ACCOMPLISHMENTS**

**Securities Analysis Competition Finalist** – Richardson, TX

**Nov 2025**

- Selected as a Semifinalist (Top 8 of 50 teams) in the highly competitive Fall 2025 Security Analysis Competition (SAC) hosted by the Financial Leadership Association (FLA), demonstrating strong analytical and financial skills.
- Competed on a three-member equity research team analyzing American Battery Technology Company (NASDAQ: ABAT), building a full, detailed three-statement financial model with revenue drivers, margin sensitivities, and capex forecasts using 10-Ks, investor presentations, and industry benchmarks.
- Produced a professional equity research report and presentation deck, carefully integrating valuation multiples, detailed scenario analysis, and industry benchmarks to support a BUY rating with 148% upside potential.

**SKILLS, CERTIFICATIONS,& INTERESTS**

**Technical:** Excel, PowerPoint, Python,

**Tools:** Bloomberg Terminal, Tableau, SQL

**Analytical:** Financial Modeling, Valuation, Market Research, Scenario Analysis

**Interests:** EV technology, Environmental Sustainability, Basketball, Travel, Personal Finance

**Certifications:** Yale University - *Financial Markets* Certificate, Citadel US Computing Olympiad - Gold Certification (Top 10% Nationally), Dean’s Honor List at UT Dallas for academic excellence

# Yasaswi Priya Challa

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## EDUCATION

### University of Texas at Dallas | Freshman

- Bachelor of Science in Finance
- Expected graduation: Aug 2027
- GPA: 3.82 / 4.00

### Dunlap High School, Dunlap, IL

- Graduated Top 5% of Class | Unweighted GPA: 3.93
- High Honor Roll, (All Semesters)

## REAL ESTATE EXPERIENCE

### Real Estate Private Equity Virtual Intern, Project Destined | Spring 2026

- Analyze real estate private equity investments through guided case studies, focusing on underwriting assumptions, cash flow projections, and exit scenarios
- Build Excel based financial models for multifamily and mixed use assets, including NOI growth, valuation, and return metrics
- Evaluate offering memorandums and investment presentations to assess deal risks and capital structure
- Collaborate with cohort members and industry professionals during live lectures and investment discussions, leading to a final investment competition

### ARGUS Enterprise Record of Achievement | Apr 2026

- Completed an ARGUS Enterprise workshop and earned a Record of Achievement after learning core platform navigation and cash flow modeling fundamentals
- Built an independent ARGUS cash flow model for a multifamily property, applying workshop-taught inputs such as rent, vacancy, and operating expenses to project NOI

### Commercial Real Estate Fundamentals Certificate, Project Destined | Jan 2026

- Completed a commercial real estate fundamentals program focused on market analysis, valuation, and deal financing
- Participated in live training and assessments introducing real estate underwriting and investment concepts

## ENTREPRENEURIAL PROJECTS

### Co-Founder, Gssecom (E-commerce Venture) | 2023 – 2025

- Held a 50% equity stake in an international e-commerce business generating \$7,661 in gross sales.
- Managed daily operations including pricing, inventory, order fulfillment, and customer support, maintaining ~30 orders per month across 13 countries.
- Built and maintained the company website and coordinated with suppliers to improve reliability and margins.
- Drove traffic and engagement, achieving 36,000 site visitors, while tracking revenues and adjusting strategy based on performance.

### President & Founder, Entrepreneur Club | Dunlap High School | 2022 - 2025

- Founded and led a student organization, guiding and helping 20+ students launch their own online businesses across diverse business models.
- Expanded the club by establishing a chapter in Naperville, increasing membership and reach.
- Raised \$670 in club funds to support programming and business initiatives.

## SKILLS & INTERESTS

- **Technical Skills:** Excel, Argus, AI, PowerPoint, Google Workspace, Canva
- **Interests:** Real estate markets, private equity, property investment analysis, financial modeling

# SHRAY DHUNGANA

Dallas, TX | (469)-407-9965 | dhungana.shray2007@gmail.com | linkedin.com/in/shraydhungana

## EDUCATION

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**The University of Texas at Dallas - Bachelor of Science in Finance** **May 2028**  
● Davidson Management Honors Program (DMHP), Collegium V Honors, Academic Excellence Scholarship Recipient **GPA: 3.7**

## EXPERIENCE

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**Project Destined - Dallas, TX** **March 2026 - Present**  
*Real Estate Private Equity Intern*

- Selected for a competitive real estate private equity internship focused on investment analysis and financial modeling
- Underwrote 2 multifamily deals, projecting levered/unlevered returns and debt sizing using DSCR, LTV, and debt yield
- Built 2 investment memos and presented recommendations, evaluating deal feasibility and market conditions

**Syon and Brother Inc. - Edgewood, TX** **January 2025 - Present**  
*Operations Supervisor*

- Directed operations for 3 commercial retail properties, monitoring financial performance, optimizing workflow, and implementing process improvements that enhanced operational efficiency across all locations
- Streamlined inventory and supply chain management using POS systems (Modisoft, EasyStorePro), digitizing finances, reducing errors, and accelerating restocking and reporting processes
- Conducted demographic surveys and launched targeted loyalty programs across all stores, increasing customer retention ~10% and driving \$4K-\$5K/month in incremental revenue

**Massive Capital - Remote** **December 2025 - February 2026**  
*Acquisitions Intern*

- Underwrote 10+ properties (\$100M+ assets) across multifamily, retail, RV/mobile home parks, convenience stores, and hotels, building detailed Excel financial models to project returns and assess investment viability
- Analyzed 20+ inbound acquisition opportunities with deal sourcing team, defining asset-class-specific buy-box criteria for 5+ asset classes using market trends, demographics, and occupancy benchmarks to prioritize top deals
- Developed and delivered investor pitch for RV park to 7 accredited investors, modeling IRR (21%), cash-on-cash return (12%), and equity multiple (2.3x) to secure funding recommendations

## ACTIVITIES AND PROJECTS

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**FinTech UTD - Richardson, TX** **August 2025 - December 2025**  
*Team Analyst*

- Secured 3rd place and \$200 in FinTech competition, presenting Atlas, a crypto anomaly detection platform to judges from JPMorgan, Goldman Sachs, Capital One, and PNC Bank
- Engineered backend algorithms in Python, FastAPI, NumPy, and Pandas to implement quantitative trading strategies, including pairs trading, mean reversion, and statistical anomaly detection
- Analyzed Tesla crypto market volatility and early price anomalies, generating actionable real-time signals to simulate high-frequency trading and test strategy efficacy

**Stock Volatility Analysis Project** **November 2025**

- Programmed real-time Tesla stock volatility monitor in Python using AlphaVantage and NewsAPI from 100+ news outlets
- Scraped top 3-5 most relevant sources daily, calculating price changes and flagging movements above 5% for actionable alerts
- Delivered real-time alerts via WhatsApp, simulating practical trading workflows without Bloomberg terminals

## ADDITIONAL INFORMATION

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- **Certifications:** Microsoft Office Specialist: Word Associate, Microsoft Office Specialist: Excel Associate, PCEP - Certified Entry-Level Python Programmer, ESB- Entrepreneurship and Small Business Certification
- **Skills:** Financial Modeling & Underwriting, Real Estate & Private Equity Analysis, Excel, Python, Data Analysis, Market Research & Demographics, API Integration & Automated Alerts, Investment Memo & Presentation Prep
- **Languages:** English (Native), Nepali (Native/ Bilingual), Hindi (Advanced), Urdu (Conversational)
- **Work Eligibility:** US Citizen, Eligible to work in the US for internships and full-time with no restrictions

# Rodrigo Hernandez

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<https://rodrigohernandezor1.wixsite.com/my-site-1>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Business Administration*

## PROFESSIONAL EXPERIENCE

**Sequoia Administration LLC**, The Woodlands TX

May 2024 – August 2024

*Project Manager*

- Planned and executed end-to-end project schedules, coordinating labor, materials, and subcontractors across multiple workstreams.
- Supervised 20+ personnel while monitoring productivity, safety, and quality metrics, resulting in a 10% productivity improvement
- Negotiated contracts with subcontractors, reducing project costs by 5% while maintaining quality and scope.
- Reduced project delays by 20% by implementing a more streamlined workflow and boosting productivity.

**Royal Prestige**, Mexico City

May 2022 – September 2022

*Salesman*

- Generated 5k in sales revenue in my first month by effectively promoting high-end kitchen products.
- Closed 25+ sales deals per month, consistently exceeding sales targets by 20% and driving business growth.
- Presented product demonstrations to over 100 clients, resulting in a 15% increase in customer engagement.
- Built and maintained strong relationships with a client base of over 200 customers ensuring repeat business.

## ACADEMIC PROJECT EXPERIENCE

**Professional Portfolio**, Business communication

August 2024 – December 2024

- Designed and launched a personal portfolio website achieving 25% increase in user engagement.
- Developed the website's layout and functionality, increasing usability by 35%.
- Identified and capitalized on new business opportunities which gave me 5+ business opportunities.

## ORGANIZATION EXPERIENCE

**Interact Club**, Fork Union Military Academy

August 2022 – May 2023

- Organized and led 10+ community service events contributing over 200 volunteer hours to the local community.

**Debate Team**, Fork Union Military Academy

August 2021- May 2023

- Prepared and delivered over 20 successful debate presentations contributing to a 95%-win rate within my team.

**Soccer Camp/ triathlete coach**, Self Employed

May 2024 – Current

- Created and managed a summer soccer camp and triathlete coaching program attracting over 25 customers.

## ADDITIONAL INFORMATION

*Skills:* Microsoft Project, Sales, Negotiation, Leadership, Client Relationship Management, Professional Communication.

*Extra curriculars:* 5x Half Ironman finisher, 2x Woodlands varsity soccer top 3 in state, 2x Fork Union Cadet of the term.

*Languages:* Spanish, English

*Eligibility:* Student VISA

# Suwab Khadka

McKinney, TX | (903)-423-6638 | [suwabkhadka@gmail.com](mailto:suwabkhadka@gmail.com) | [www.linkedin.com/in/suwab-khadka-a8a2b534a](https://www.linkedin.com/in/suwab-khadka-a8a2b534a)

## **Education**

**The University of Texas at Dallas**

June 2027

Bachelor of Science in Finance (GPA: 3.6)

## **Skills**

**Technical:** Microsoft Excel (Formulas, Pivot Tables, Financial Modeling, Data Analysis), Financial Statement Analysis, Ratio Analysis, Forecasting, and Risk Assessment

**Professional:** Communication (Written & Verbal), Team Collaboration, Organization Skills, Adaptability, and Initiative

## **Experience**

**Valero (KDCL Investments LLC) | Greenville, TX**

May 2024 - Present

Assistant Business Manager

- Supported with daily operations, helping reduce discrepancies and improve purchasing decisions in a high-volume retail environment
- Analyzed financial and sales data to support decision-making, contributing to 7.5% reduction in unnecessary expenses
- Implemented merchandising strategies, increasing average daily transactions by 4%

## **Academic Project**

Financial Accounting Project (Apple Financial Analysis)

February 2024

- Conducted financial statement analysis of Apple Inc. to evaluate performance trends and identify key drivers of liquidity and profitability
- Conducted ratio analysis (liquidity, profitability, solvency), reconstructed key financial statements, and delivered concise insights and recommendations in a team presentation

## **Community Volunteer**

Comet Cupboard & Wilkinson Center

March 2026 - Present

- Supported local hunger-relief initiatives through consistent volunteer service
- Helped streamline inventory handling to support efficient service delivery

## **Additional Information**

Languages: Nepali & Hindi (Professional Working Proficiency)

Eligibility: (United States Citizen) Eligible to work in the United States without restrictions

# Mark Miako

Dallas, TX | (214) 518 - 3671 | mwmiako06@gmail.com | www.linkedin.com/in/mwmiako/

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance and Business Analytics & AI*

**Davidson Management Honors Program**

**May 2029**

**GPA: 3.50**

**Skills:** Operations Analysis, Demand Forecasting, Sourcing Analysis, Financial & Data Analysis, Market Research, Negotiation, Due Diligence, Process Improvement, Adaptability, Attention to Detail

**Certifications:** Microsoft Office Specialist, Project Destined: Real Estate Fundamentals, IRS VITA Certification, NOCTI Accounting Foundations, Bloomberg Market Concepts, Bloomberg Finance Fundamentals

**Tools:** Microsoft Office, Power BI, SAP, GAINS Forecasting Software, Java, Python, SQL, Tableau, Meta Ads, CRM Software

## PROFESSIONAL EXPERIENCE

**Weavercres Auto**, Lewisville, Texas

**January 2025 – Present**

*Salesman and Online Marketing Assistant*

- Grew monthly sales by 30% by optimizing digital lead conversion and enhancing customer engagement
- Generate 100+ additional leads per week through targeted online listings and strategic social media posts, and refining customer follow-up systems
- Streamline inventory sourcing operations and criteria, resulting in decreased reconditioning and repair turnaround, improving time-to-sale and lot availability

**Bell Helicopter**, Fort Worth, Texas

**September 2024 – August 2025**

*Commercial Business & STEP Intern*

- Managed ~ \$1M global spare parts inventory, optimizing availability and maintaining target stock levels across international distribution points. Ensuring timely availability and optimal inventory levels
- Forecasted spare parts demand across Bell legacy, active, and developmental aircraft programs, cutting AOG incidents and hitting delivery targets at international distribution points
- Analyzed historical and predictive trend data to forecast inventory demand to ensure inventory fulfillment for aircraft bulletins, warranty, and maintenance plans, increasing safety and reliability of aircraft

## ORGANIZATION EXPERIENCE

**Consulting & Leadership Development Society**, Consultant & Operations Officer

**August 2025 – Present**

- Identified operational bottleneck for independent cabinetry contractor and proposed Jobber CRM implementation, consolidating all administrative workflows and driving a 10% efficiency improvement
- Orchestrated social media and marketing for the semiannual strategy case competition, drawing 131 participants across UTD's several schools
- Coached a junior member on client-facing presentation strategy, drawing on industry and project experience

**Association of Supply Chain Management**, Student Outreach Officer

**August 2025 – Present**

- Leveraged Bell Flight internship network to secure and organize a supply chain-focused case competition, bringing an industry partner into the organization
- Launched Alumni Spotlight Series to connect current members with alumni for networking and guidance

**UTD Real Estate Club**, Active Member

**August 2025 – Present**

- Engaged with senior professionals from Goldman Sachs, PGIM Real Estate, and Northmarq through rotational panels on structured credit, debt and equity placement, and institutional asset management

## ADDITIONAL INFORMATION

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

## Aditya Praveen

Frisco, TX | (214)-494-9713 | [axp220259@utdallas.edu](mailto:axp220259@utdallas.edu) | [linkedin.com/in/adityapraveen080](https://www.linkedin.com/in/adityapraveen080) | U.S. Citizen

### EDUCATION

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The University of Texas at Dallas

Richardson, TX

Bachelor of Science: Finance

Expected Graduation: May 2027

Relevant Coursework: Financial Modeling & Valuation, Managerial & Financial Accounting, Microeconomics, International Financial Management, AI In Business, Regulation of Business & Financial Markets, Real Estate Principles

Extracurriculars & Clubs: Financial Leadership Association, Sports Analytics Club (Treasurer), Real Estate Club & UTD Dean's Cup

### PROFESSIONAL EXPERIENCE

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Target

Prosper, TX

*General Merchandise Expert*

*September 2023 - May 2024*

- Supported the launch of a new Prosper Target store in a fast paced dynamic setting by assisting with pre-opening setup, including shipment unloading, fixture assembly, and departmental merchandising
- Maintained sales floor excellence by maintaining a 93% customer satisfaction score, zoning shelves, addressing spills/safety hazards, and ensuring accurate pricing/signage
- Managed inventory receiving, sorting, and stocking processes, including daily restocking, cycle counts, and scanning to minimize out-of-stock scenarios, improving inventory accuracy by 14%
- Stocked shelves, built displays, and executed visual merchandising standards to ensure a guest-ready sales floor prior to grand opening
- Ensured 98% annual store compliance with safety protocols to meet Target's consumer & asset protection standards

Dallas Formula Racing - Formula SAE

Richardson, TX

*Director of Business Development*

*December 2023 - Present*

- Generated & allocated over \$250k in capital and components by managing 40+ sponsor accounts, building a partnership pipeline, and negotiating multi-stakeholder agreements including testing site and facility access at Eagle's Canyon Raceway
- Secured \$30k+ in interdisciplinary funding by co-authoring and delivering proposals to CS, ECE, JSOM, and Bass departments
- Placed 18th in FSAE Michigan (EV) 2025 & 21st in FSAE Michigan (IC) 2024 Business Competitions by designing case components on vehicle optimization, fuel compliance, and supply chain modeling
- Advanced as a 2025 IC Business Competition Semi-finalist by preparing a [live presentation](#) & [RFP](#), focusing on proposed production costs, implementation strategy, and timeline rationale, presented to the CAR Board of Directors
- Led a 15-member cross-functional team to deliver competition strategy, financial modeling, and operational planning initiatives, improving FSAE project execution timelines

UTD Pickleball Club

Richardson, TX

*Treasurer & Site Coordinator*

*August 2024 - Present*

- Expanded weekly Open Play meetings by increasing player turnout by 50% (from 20 to 30 members); implemented membership dues and optimized court/equipment logistics
- Raised \$600 for Children's Health through a co-hosted UTD Pickleball x FSA tournament; managed logistics across Beginner and Intermediate brackets
- Secured funding for UTD Pickleball Traveling Competition Team; Obtained a partnership with PPA Pro (UTD Alumnus) for a mixer event; enhanced member benefits by negotiating PPA Tour (Dallas) ticket access for club members
- Implemented Excel Dashboards for club finances & event attendance, increasing budget and planning efficiency by 43%
- Raised \$300 in club funds by spearheading the Spring '25 bake sale initiative, attracting new members and increasing engagement

### PROJECTS

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Equity Research Analysis Report – General Mills (GIS)

- Produced a comprehensive equity research report including valuation modeling, DCF analysis, and competitive industry research, culminating in a structured investment recommendation supported by macroeconomic and sector-level analysis
- Modeled General Mills revenue growth, operating margins, free cash flow, cost of capital, and terminal value to support a BUY recommendation with an estimated 16% upside
- Conducted in depth industry and competitive analysis across cloud computing, artificial intelligence, and enterprise software to evaluate long term earnings drivers and risk factors

### ADDITIONAL

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**Technical Skills:** Financial Modeling (DCF, LBO, M&A), Excel, PowerPoint, Financial Statement Analysis, Real Estate Market & Housing Policy Analysis, Urban Development Research, Outreach Strategy

**Certifications & Training:** Cognizant Leadership Summit, JP Morgan Chase Virtual Experience, Oliver Wyman Financial Services Job Simulation

# Chanunporn Jan Tippayasoontorn

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## EDUCATION

### **The University of Texas at Dallas**

Bachelor of Science, Finance, Financial Management concentration

May 2027

GPA 3.89

## SKILLS

Microsoft 365 (PowerPoint, Excel, Word, Outlook), Canva, Tableau, and Guest Service.

## RELEVANT ACADEMIC EXPERIENCE

### **Financial Modeling & Valuation Course**

January 2026 – Present

- Derived relative equity value utilizing public comps, precedent transactions, and a 5-year DCF.
- Synthesized a Leveraged Buyout model to evaluate IRR and cash-on-cash multiples under various scenarios.
- Evaluated M&A impact through accretion/dilution merger models to determine pro-forma EPS variance.

### **Vista Equity Partners Demystifying Private Equity – Job Simulation, Forage**

January 2026

- Interpreted and audited key financial data, from 20+ pages of SEC filings to analyze business performance.
- Built a detailed income statement from 100+ rows of raw data to streamline sensitivity analysis and valuation.
- Produced an investment memo outlining growth, profitability, and strategy for immediate team review.

## ORGANIZATION & DEVELOPMENT

### **Event Coordinator – Circle K International, The University of Texas at Dallas**

September 2025 – Present

- Coordinated a fundraising event, a thrift store pop-up sale that generated \$1200 in donations.
- Planned a toy craft event for a local animal shelter, fulfilling over 30 handcrafted pet toys.

### **Public Relations – Pickleball Club, The University of Texas at Dallas**

August 2024 – Present

- Acted as the primary point of contact for external partnerships, joint social events, and charity tournaments.
- Managed the organization's digital identity, designing content to promote weekly openplay, increasing active club membership by 15% in one semester.

### **Member – Weitzman Institute for Real Estate, The University of Texas at Dallas**

September 2023 – Present

- Expanded industry and market knowledge by actively participating in 5+ club-organized events per semester.
- Engaged in property tours and site visits, gaining real-world insight into management and market dynamics.

### **Volunteer – North Texas Food Bank, Plano, TX**

June 2023 – Present

- Accurately distributed and packaged an average of 30,000 pounds of food per shift, exceeding daily targets.
- Streamlined the sorting process for dried food times, increasing the packing rate to 10 bags per minute.

## PROFESSIONAL EXPERIENCE

### **Togo Attendant – True Food Kitchen, Dallas, TX**

April 2024 – November 2025

- Maintained a 99% order accuracy rate while managing a high-frequency transaction of 50+ orders per shift.
- Optimized logistics for high-volume orders, reducing wait times by 25% through improved packaging systems.
- Trained new team members on operational procedures, standardizing service protocols across the team.

### **Server – Taste of Thai Plano, Plano, TX**

February 2022 – March 2023

- Increased operational capacity by 30% by refining table turnover procedures and meal preparation tracking.
- Generated a 25% increase in average sales through strategic upselling and deep product knowledge.
- Managed high-pressure time constraints to ensure 99% order fulfillment accuracy, balancing inventory management with real-time customer needs.

## ADDITIONAL INFORMATION

**Languages:** Proficient in English and familiar with Thai

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

# Abdullah Uzer

Allen, TX, 75013 | (972) 370-7111 | uzerabdullah27@gmail.com | <https://www.linkedin.com/in/abdullah-uzer-0170a3336/>

## EDUCATION

**Bachelor of Science in Computer Science | Minor in Finance Real Estate Concentration**

Spring 2028

*The University of Texas at Dallas, Richardson, TX*

**Relevant Coursework:** Financial Accounting, Probability & Statistics, Real Estate Finance

## EXPERIENCE

**Dallas County of Health and Human Services, Dallas TX**

June 2025 – August 2025

*Finance & Budget Intern*

- Reviewed federal and state grant contracts, identifying key funding terms and compliance requirements
- Assisted with grant budget setup and prepared budget appropriation templates using the chart of accounts
- Tracked and organized program invoices and budget data using Excel, reporting to my supervisor daily maintaining accurate records and confidentiality in all tasks.
- Analyzed multi-year budgets to identify spending trends and allocation priorities, applying continuous improvement by refining my approach to financial analysis
- Collaborated with the Finance and Budget team on reporting initiatives and presented a performance analysis to the Deputy Director and leadership, earning formal recognition for outstanding contribution.

**Univa Trade LLC, Addison TX**

June 2024 – May 2025

*Financial Assistant*

- Analyzed trends in sales revenue and expenses for an e-commerce business to identify potential areas of improvement and cost savings opportunities, increasing sales by 30% the first month.
- Assisted in the development of annual budgets and long-term business plans.
- Created and managed online advertising campaigns with Google Ads, Facebook Ads, LinkedIn Ads.
- Improved online visibility through search engine optimization (SEO) and performance data tracking.

## EXTRACURRICULAR ACTIVITIES

**AIAA – Comet Rocketry, UT Dallas – *Business Specialist***

- Drafted and submitted grant applications for our nonprofit to local tech and engineering companies to fund annual competitions.
- Partnered with engineering and operations leads to align financial requests with project milestones.
- Managed sponsor outreach, proposal writing, and fund tracking using Excel to ensure accountability.

**Real Estate Club, UT Dallas – Member**

- Participate in club events and professional development sessions focused on commercial real estate, development, and industry networking.
- Completed the Herbert D. Weitzman Institute for Real Estate “From Blueprint to Building: The Journey of JSOM III” certificate program covering the development process from planning and financing to construction and delivery.

## CERTIFICATIONS & PROGRAMS

**Morgan Stanley Early Insights Program**

October 2025

- Selected to participate in an immersive exploration of Morgan Stanley’s business divisions, focusing on finance, risk, and operations.
- Gained exposure to financial modeling, firm strategy, and professional development sessions led by senior analysts and associates.

**McKinsey Forward Program**

October 2025

- Completed McKinsey’s structured curriculum on problem solving, communication, and analytical thinking.
- Applied frameworks to real-world business challenges to develop leadership.

## SKILLS & INTERESTS

**Technical Skills:** Excel, Financial Modeling, Data Analysis, Java, C++, HTML, SEO, Microsoft Office

**Soft Skills:** Analytical Thinking, Collaboration, Communication, Leadership, Adaptability

**Languages:** English (fluent), Turkish (fluent), Spanish (intermediate)

**Interests:** Pottery, UT Dallas IM soccer, following sports analytics

# REYAN VISHWAKARMA

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## EDUCATION

**The University of Texas at Dallas** - *Bachelor of Science in Finance and Economics*

May 2028

- Davidson Management Honors Program (DMHP), Academic Excellence Scholarship Recipient

## EXPERIENCE

**Project Destined** - *Real Estate Private Equity Intern*

April 2026 - Present

- Selected for a real estate private equity internship focused on investment analysis, financial modeling, and commercial real estate
- Will underwrite commercial real estate deals, analyzing return metrics, cash flows, risk, and capital structure across investments
- Will develop investment memos and present recommendations, evaluating deal feasibility, market conditions, and strategy

**Nitara's Kitchen** - *Co-Founder*

August 2022 - Present

- Managed 40+ monthly client orders, maintaining 95%+ customer retention through personalized service and consistent delivery
- Increased profitability by 40% through pricing optimization, expense tracking, and implementation of cost-control initiatives
- Drove 35% customer growth through targeted marketing campaigns, local outreach efforts, and customer acquisition strategies

**Rey Acquisitions** - *Founder*

June 2025 - December 2025

- Sourced and analyzed 100+ residential properties across North Texas, closing 8 deals with projected \$3K-\$6K profit per deal
- Built a direct-to-seller pipeline from 450+ FSBO Zillow leads and executed 400+ outreach attempts, generating qualified deals
- Evaluated deals using repair estimates and return metrics to maximize ROI, negotiating contracts through closing processes

**AccuraPledge** - *Co-Founder*

March 2025 - July 2025

- Engineered AI workflows for scheduling, billing, and document handling, reducing admin tasks by 30% across 3 practices
- Audited operations and implemented Zapier, Make, and OpenAI APIs, streamlining processes over 2 client-months of testing
- Secured and onboarded 3 practices (2 Dentists, 1 Dermatologist) through targeted outreach and personalized workflow design

**Maran Luxury** - *Business Development Intern*

April 2024 - June 2024

- Onboarded 4 Indian suppliers, securing a catalog of 60+ luxury furniture pieces for a U.S.-based startup
- Developed efficient communication systems, reducing supplier response times by 50% (24 to 12 hours), improving workflow
- Organized and maintained purchase, inventory, pricing, and sales data in spreadsheets to support trend analysis and accurate record-keeping

## PROJECTS

**NVIDIA vs AMD Equity Research Analysis**

March 2026 - Present

- Conducting equity research to evaluate whether NVIDIA's valuation premium over AMD is justified in AI markets
- Built financial models (FY2021-FY2025) from 10-K data to analyze revenue growth, margins, and segment performance
- Performed valuation analysis using EV/Revenue and EV/EBITDA to assess relative pricing and market expectations

## ACTIVITIES

**CLDS x Cognizant Consulting Case Competition** - *1st Place Team Member*

October 2025 - November 2025

- Won 1st place out of 70+ teams after advancing to the Top 5 finals, outperforming solutions in feasibility and implementation
- Designed a global rollout strategy for Eden, a gene-editing technology, ensuring ethical, internationally regulated adoption
- Presented the final proposal to Cognizant and CLDS judges, earning top evaluation scores for clarity and execution

**Sigma Alpha Epsilon (SAE)** - *Marketing Executive*

February 2026 - Present

- Managed Instagram content strategy and posting, increasing engagement by ~25% through consistent and targeted content
- Designed 25+ merchandise and apparel concepts, driving member adoption and strengthening brand consistency across events

**Financial Foundations Club** - *Founder & Co-President*

January 2023 - March 2025

- Organized and led 3+ hands-on workshops teaching financial literacy to 50+ students aged 9-14, introducing broad concepts
- Increased membership by 35% through targeted social media outreach and consistent word-of-mouth engagement efforts
- Developed a curriculum on budgeting frameworks, compound growth, and needs-vs-wants analysis to build financial skills

**Underground Discourse** - *Co-Host, Marketing Executive, & Editor*

March 2023 - January 2025

- Co-hosted and edited episodes with guests of 50K+ followers, driving a 40% engagement increase and audience growth
- Developed and executed Instagram and Discord campaigns, increasing reach by 25% and strengthening retention and presence
- Managed content strategy and audience interaction, strengthening relationships with influencers and listeners and fostering long-term brand loyalty

## ADDITIONAL

- Certifications: Bloomberg Finance Fundamentals, Excel Basics for Data Analysis
- Honors: Academic Excellence Scholarship (2025), AP Capstone Award (2025), AP Scholar Award (2024)
- Language Fluency: English (Native), Hindi (Native), Urdu (Advanced), Punjabi (Conversational)
- Technical Skills: Microsoft Office (Excel, Word, PowerPoint), Financial Modeling, Financial Analysis, Valuation (EV/EBITDA, EV/Revenue, Google Sheets, Zapier, Make, OpenAI API)
- Work Eligibility: Eligible to work in the U.S. with no restrictions

# Phuong Vu

Dallas, Texas | 469.422.1418 | phuong.vu.lily@gmail.com | linkedin.com/in/imphuongvu

## EDUCATION

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

Expected December 2026

Master of Science, Finance, Real Estate Concentration GPA: 3.7

Bachelor of Science, Marketing, Sales Concentration

December 2021

## SKILLS

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**Tools:** Excel (financial modeling, pro forma), ARGUS, Salesforce, Outreach, LeadIQ, Crystal Knows, Microsoft Dynamics 365

**Competencies:** Program & project management, research due diligent, GTM execution, process optimization, merchant & client partnerships, content commerce, cross-functional collaboration, stakeholder management

## PROFESSIONAL EXPERIENCE

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### Project Destined – Real Estate Private Equity Intern

Dallas, TX

Real Estate Private Equity Intern

Feb 2026 – Present

- Participating in a 5-week REPE training program, underwriting three multifamily deals in team and individual settings, culminating in a private equity investment competition.
- Completed Project Destined’s CRE Fundamentals Program (Level 1: Market & Property Analysis); analyzed Offering Memoranda, reviewed NOI sensitivity, identified unrealistic pro forma assumptions, and applied skeptical underwriting principles.

### Vu Realty LLC

Dallas, TX

Property Management

Jan 2025 – Present

- Manage a portfolio of 5 residential properties across DFW; oversee tenant rotations, maintenance, and daily operations, sustaining 90%+ occupancy and monitoring income/expense performance.
- Prepare property-level operating reports, tracking revenue, maintenance costs, and NOI trends to support portfolio management decisions.
- Serve as primary contact for tenants, realtors, and contractors, resolving 95%+ of service requests within 48 hours and ensuring full lease compliance.

### Tata Consultancy Services

Dallas, TX

Associate Business Development Lead

Mar 2024 – Jun 2025

- Led business development for 10+ mid-market organizations; conducted market research and strategic outreach to C-suite executives, expanding the client pipeline.
- Maintained 100% CRM compliance, tracking contacts and pipeline progress while collaborating on cross-industry outreach campaigns resulting in 100+ monthly outbound activities.

Market Development Specialist

Jun 2022 – Mar 2024

- Built relationships with 25+ key decision-makers in Healthcare & Life Sciences, generating pipeline opportunities averaging \$1M+ and fostering long-term partnerships.
- Designed multi-touch outreach sequences engaging 4,000+ prospects; analyzed 50+ CRM campaigns, securing 125+ qualified responses and optimizing business development strategy.

### GP Marketing Media

Dallas, TX

Co-Founder

Jun 2024 – December 2025

- Founded and operate a content and branding agency for restaurants and food brands across DFW, generating revenue and expanding clients’ digital presence.
- Managed content for Ngon Vietnamese Restaurant (Michelin-awarded), producing 100+ pieces, growing 1,000+ followers, and averaging 120,000 monthly views.

## ORGANIZATIONS

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Real Estate Club, Member – UT Dallas

Aug 2025 – Present

Graduate Finance Management Council, Member – UT Dallas

Aug 2025 – Present

## ADDITIONAL INFORMATION

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**Languages:** Vietnamese | **Eligibility:** U.S. Citizen – eligible to work in the U.S. for internships and full-time with no restrictions

# Gaoge Yang

Melissa, TX | 213.234.8858 | Gaoge.Yang@UTDallas.edu | <https://www.linkedin.com/in/gaogeyang/>

## EDUCATION

### The University of Texas at Dallas

May. 2027

*Master of Science, Marketing*

Coursework:

Marketing Management, Market Entry Strategies, Interactive & Digital Marketing, Introduction to Real Estate

### University of Southern California, Los Angeles

May. 2021

*Master's Degree, Architecture*

**GPA 3.61**

### Shenzhen University, Shenzhen, China

Jun. 2018

*Bachelor's Degree, Architecture*

## SKILLS

**Certifications: Stukent Digital Marketing Simternship, Leadership in Energy and Environmental Design Accredited Professional in Building Design & Construction (LEED AP BD+C), Leadership in Energy and Environmental Design Green Associate (LEED GA)**

**Tools: Website Development, Adobe Suite, MS Office Suite, Architectural Pieces of software**

**Others: Team Collaboration, Time Management, Cross-group Communication**

## PROFESSIONAL EXPERIENCE

### KITDORITY BUSINESS AND TRADE LLC, Dallas-Fort Worth Metroplex, Texas

Jan. 2025 - Present

*Digital Marketing Specialist*

- Provide full-cycle e-commerce operational services for multiple overseas companies, managing multi-channel seller accounts across Temu and Amazon platforms to drive global sales growth
- Achieved 45% sales increase by optimizing e-commerce performance, including ranking Top 2 on Temu and 54th in category on Amazon US
- Analyze market data, plan promotional activities, and predict sales trends growth for 15%
- Direct overseas production and development teams to achieve 67% of launch targets while improving communication efficiency by 20%
- Provide quick responses to inquiries from North American customers, achieving a customer satisfaction rating of 4.8 out of 5

### Target (Northgate Store), Seattle, Washington

Nov. 2023 - Jun. 2024

*Marketing Staff, Fulltime, Marketing Department*

- Provided multiple services to customers such as helping them find items in cold/dry grocery shelves and unlocking wine racks for them

### Perkins&Will, Seattle, Washington

Jul. 2022 - Aug. 2023

*Designer I, Full-time, Architectural Design Team & Marketing Team*

- Designed a marketing booklet for a 10-story commercial office in Anchorage, Alaska
- Printed and compiled 50% DD drawing set with consultant files under the direction of senior designers

## ADDITIONAL INFORMATION

*Languages: Chinese (Mandarin), English*

*Eligibility:*

- US Permanent Resident, Eligible in the US for internships & full-time – no restrictions



Herbert D. Weitzman  
Institute for Real Estate

# MARKETING

## Internship

SPRING 2026

## ARYAN AKHUD

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[www.linkedin.com/in/aryan-akhud-21b0a8263](http://www.linkedin.com/in/aryan-akhud-21b0a8263)

### EDUCATION

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University of Texas at Dallas – Richardson, Texas

**Degree: B.S. in Finance**

**Concentration: Financial Management**

**Graduation: December 2026**

**GPA: 3.6**

### INTERNSHIP EXPERIENCE

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**Project Destined** – Remote

*Jan 2026 – Feb 2026*

*Private Equity Intern*

- Analyzed real estate private equity deals across sourcing, underwriting, and asset management stages
- Macroeconomic trends, cap rates, and local market fundamentals to support investment recommendations by using financial models.
- Built and utilized financial models to evaluate investment opportunities, incorporating cash flow projections and IRR.
- Performed property-level financial analysis, assessing revenue growth, operating expenses, and valuation.

**Seven Tablets AI** - Addison, TX

*May 2025 - Aug 2025*

*Financial Analyst Intern*

- Built tiered revenue projection model using TAM and SAM analysis across a \$4.2B market, improving SaaS subscription efficiency by 18%.
- Supported customer segmentation and market sizing using financial metrics and DCF models for 3 major ecosystems (M365, Google Workspace, Zoom), identifying \$6.5M in growth potential.
- Conducted financial benchmarking and competitive analysis of 10+ SaaS pricing models, uncovering 12% cost optimization and 15% ROI improvement opportunities.

### PROJECTS

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**Yinan Value Investing & Financial Modeling Externship**

*Mar 2026 - Present*

- Constructed a 3-way financial models and perform DCF valuation analysis, and the IPO calendar.
- Analyzed public companies, evaluate revenue growth, free cash flow, ROIC.
- Conducted equity research, including competitive positioning, risk analysis, and industry benchmarking.

**Trammell Crow Company Bridge Program**

*Sept 2025 – Nov 2025*

- Built practical skills in real estate and understanding how innovations shape projects.
- Participated in site visits and discussions on industrial development near DFW airport.
- Understood the company's goal and how they expanded their business.

### ORGANIZATIONS AND LEADERSHIP INVOLVEMENT

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**Real Estate Club** – Richardson, TX

*Feb 2025 - Present*

*Member*

- Collaborated with 25+ peers and industry professionals to build commercial real estate analysis skills.
- Completed case studies and 3+ property tours applying valuation and development methods.

**FinTech Club** – Richardson, TX

*Jan 2025 - Present*

*Member*

- Applied analytical skills in biweekly sessions to develop fintech app prototypes and blockchain concepts.
- Collaborated with 10+ members to analyze fintech use cases and enhance project readiness.

### SKILLS AND INTERESTS

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**Technical:** SQL, Tableau, Python, Excel, Financial Modeling, DCF

**Finance/Accounting:** IRR, Asset Management, Financial Accounting, Managerial Accounting, Budgeting, Saving

## TANOJ ATMAKURI

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### EDUCATION

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**University of Texas At Dallas** – Richardson, TX

*Bachelor of Science in Finance*

Expected Graduation: **May 2028**

- GPA: 4.00

### EXPERIENCE

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**Project Destined**– Remote, US

**April 2026-Present**

#### **Real Estate Private Equity Intern**

- Participated in a 5-week real estate private equity training program, where I will be underwriting three multifamily deals in both team and individual settings, culminating in a private equity investment competition
- Conducting market analysis (rent comps, occupancy trends, demographics) to support investment decisions
- Delivered recommendations through a private equity case competition, presenting to real estate professionals

**180 Degrees Consulting** – Richardson, TX

**Nov 2025 - Present**

#### **Consultant**

- Selected as a Consultant at 180 Degrees Consulting UTD, supporting pro bono strategy projects and consistently delivering actionable insights for nonprofit and social impact organizations across multiple sectors.
- Led a consulting workstream for a nonprofit organization to redesign its internship onboarding process, identifying key inefficiencies in communication, training, and role clarity that were impacting intern retention and performance
- Delivered data-backed recommendations and a client-ready implementation roadmap, projected to improve intern engagement by 30%, reduce onboarding time by 15%, and increase program scalability for future cohorts

### PROFESSIONAL DEVELOPMENT

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**Ernst&Young(EY)** – Remote, US

**March 2026 - Present**

#### **Expedition**

- Chosen for EY's early-career development program introducing consulting fundamentals, client problem-solving methodologies, and the role of advisory teams in helping organizations address business challenges
- Completed case-based workshops on structured analysis and consulting workflows; collaborated with EY professionals to understand real-world advisory engagements and client problem-solving approaches

**Boston Consulting Group** – Remote, US

**Feb 2026 - Present**

#### **Launch**

- Selected for Boston Consulting Group's Launch Program, an early-identification initiative for high-potential students focused on strategy consulting, structured problem-solving, and case interview preparation

**Oliver Wyman** – Remote, US

**Feb 2026 - Present**

#### **Immersion Program**

- Participating in Oliver Wyman's Immersion Program, gaining insight into consulting workflows and how firms approach complex client problems through curated sessions, case walkthroughs, and practitioner-led discussions

### ACCOMPLISHMENTS

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**Securities Analysis Competition Finalist** – Richardson, TX

**Nov 2025**

- Selected as a Semifinalist (Top 8 of 50 teams) in the highly competitive Fall 2025 Security Analysis Competition (SAC) hosted by the Financial Leadership Association (FLA), demonstrating strong analytical and financial skills.
- Competed on a three-member equity research team analyzing American Battery Technology Company (NASDAQ: ABAT), building a full, detailed three-statement financial model with revenue drivers, margin sensitivities, and capex forecasts using 10-Ks, investor presentations, and industry benchmarks.
- Produced a professional equity research report and presentation deck, carefully integrating valuation multiples, detailed scenario analysis, and industry benchmarks to support a BUY rating with 148% upside potential.

### SKILLS, CERTIFICATIONS,& INTERESTS

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**Technical:** Excel, PowerPoint, Python,

**Tools:** Bloomberg Terminal, Tableau, SQL

**Analytical:** Financial Modeling, Valuation, Market Research, Scenario Analysis

**Interests:** EV technology, Environmental Sustainability, Basketball, Travel, Personal Finance

**Certifications:** Yale University - *Financial Markets* Certificate, Citadel US Computing Olympiad - Gold Certification (Top 10% Nationally), Dean's Honor List at UT Dallas for academic excellence

# Rodrigo Hernandez

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<https://rodrigohernandezor1.wixsite.com/my-site-1>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Business Administration*

## PROFESSIONAL EXPERIENCE

**Sequoia Administration LLC**, The Woodlands TX

May 2024 – August 2024

*Project Manager*

- Planned and executed end-to-end project schedules, coordinating labor, materials, and subcontractors across multiple workstreams.
- Supervised 20+ personnel while monitoring productivity, safety, and quality metrics, resulting in a 10% productivity improvement
- Negotiated contracts with subcontractors, reducing project costs by 5% while maintaining quality and scope.
- Reduced project delays by 20% by implementing a more streamlined workflow and boosting productivity.

**Royal Prestige**, Mexico City

May 2022 – September 2022

*Salesman*

- Generated 5k in sales revenue in my first month by effectively promoting high-end kitchen products.
- Closed 25+ sales deals per month, consistently exceeding sales targets by 20% and driving business growth.
- Presented product demonstrations to over 100 clients, resulting in a 15% increase in customer engagement.
- Built and maintained strong relationships with a client base of over 200 customers ensuring repeat business.

## ACADEMIC PROJECT EXPERIENCE

**Professional Portfolio**, Business communication

August 2024 – December 2024

- Designed and launched a personal portfolio website achieving 25% increase in user engagement.
- Developed the website's layout and functionality, increasing usability by 35%.
- Identified and capitalized on new business opportunities which gave me 5+ business opportunities.

## ORGANIZATION EXPERIENCE

**Interact Club**, Fork Union Military Academy

August 2022 – May 2023

- Organized and led 10+ community service events contributing over 200 volunteer hours to the local community.

**Debate Team**, Fork Union Military Academy

August 2021- May 2023

- Prepared and delivered over 20 successful debate presentations contributing to a 95%-win rate within my team.

**Soccer Camp/ triathlete coach**, Self Employed

May 2024 – Current

- Created and managed a summer soccer camp and triathlete coaching program attracting over 25 customers.

## ADDITIONAL INFORMATION

*Skills:* Microsoft Project, Sales, Negotiation, Leadership, Client Relationship Management, Professional Communication.

*Extra curriculars:* 5x Half Ironman finisher, 2x Woodlands varsity soccer top 3 in state, 2x Fork Union Cadet of the term.

*Languages:* Spanish, English

*Eligibility:* Student VISA

# Haidi Kotsi

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## EDUCATION

### The University of Texas at Dallas

*Bachelor of Science, Business Administration, Real Estate Finance*

Honors and Scholarship(s)

Comet Transfer Scholarship, Dean's List TCC 2024, National Honor Society, Spanish Honor Society

May 2027

**GPA 3.9**

### Tarrant County Community College, Marine Creek

*Associate of Science*

Transferred 52 credit hours

June 2025

**GPA 3.41**

## SKILLS

**Tools:** MS Excel, MS Word

**Other Certifications:** CRE Fundamentals Certification, Construction Management Certification

**Relevant Coursework:** Intro to Management Accounting, Professional Development

## PROFESSIONAL EXPERIENCE

**Elite Tre LLC**, Fort Worth, TX

April 2023 – July 2025

*General Operation Assistant*

- Supported project manager with plan reviews, material procurement, and design decisions for 7 residential construction and remodeling projects.
- Staged 3 properties, reducing average days on market by 30%; performed routine upkeep, lawn care and trash removal to maintain curb appeal.
- Aided with budget-to-actual analysis by reviewing project costs against estimates.

## ACADEMIC PROJECT EXPERIENCE

**Trammel Crow Company Airport Industrial Bridge Program**, *Project Destined*

October 2025 – November 2025

- Selected for 6-week program in partnership with Trammell Crow Company, a global leader in industrial real estate development, and earned a construction management certification.
- Gained exposure to airport industrial development through interactive speaker sessions, and a site visit to Passport Park west with TCC professionals.

**CRE Fundamentals**, *Project Destined*

October 2025 – November 2025

- Completed 3 intensive courses on Market & Property Analysis, Valuation, and Deal Financing.
- Earned industry-accredited certification providing foundational training in commercial real estate concepts.

## ORGANIZATION EXPERIENCE

**UT Dallas Real Estate Club**, *Member*

August 2025 – Present

- Attended 13 Real Estate events, strengthening industry knowledge and expanded professional network by 10 contacts
- Gained exposure to diverse real estate sectors by engaging with guest speakers on investment, development, and finance.

## ADDITIONAL INFORMATION

*Languages:* Spanish, Greek

*Eligibility:*

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

# Marie Kuelbs

Grapevine, TX | (817) 296-1020 | mxkuelbs@icloud.com | <https://www.linkedin.com/in/mariekuelbs/>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Marketing*

Davidson Management Honors Program

May 2027

**GPA 3.7**

## SKILLS

**Tools: Microsoft Office (Excel, Word, PowerPoint), Google Workspace, Canva, Adobe Photoshop, CapCut, Instagram, WordPress, SharePoint**

## PROFESSIONAL EXPERIENCE

**Marketing Intern**

June 2025 – August 2025

*Chesmar Homes, Richardson, TX*

- Designed 20+ Canva flyers and digital assets, supporting consistent branding and buyer-facing marketing
- Entered and validated 2,500+ inventory and data records daily in Microsoft Excel spreadsheets, ensuring accuracy for reporting and cross-team coordination
- Performed audits of 100+ real estate listings and internal documents, identifying inconsistencies and improving data quality across platforms
- Developed 10+ email campaigns for the company's mailing list based off sales data analyses
- Updated WordPress website with 15+ pages of written copy, professional photos, and formatting improvements

**Seasonal Sales Associate**

December 2024 – January 2025

*Sur La Table, Southlake, TX*

- Promoted featured products by communicating key information to customers, contributing to increased seasonal engagement
- Maintained organized product displays and inventory, improving product accessibility and store presentation

## ORGANIZATION EXPERIENCE

**Vice President, Junior Marketing Lead, Anime Orchestra Ensemble**

March 2024 – Present

- Created and posted 50+ Instagram promotional posts and reels using Canva and CapCut, increasing visibility and engagement with followers
- Distributed 50+ recruitment and promotional posters across campus buildings, supporting event visibility and word-of-mouth
- Secured buy-in for graphic design, concert titles, and audience engagement concepts
- Led officers from multiple teams, providing direction, delegating tasks, and ensuring smooth execution of club activities and events
- Executed and staffed 5+ recruitment booths at campus fairs, coordinating materials, setup, and attendee engagement

**Secretary, Marketing Strategy Team Member, Comet Marketing**

February 2025 – Present

- Prepared meeting notes and managed officer communication to support smooth weekly operations
- Coordinated onboarding communication with 50+ members by drafting and distributing important club info
- Provided strategic recommendations to improve a student organization's Instagram page
- Advanced client collaboration by maintaining consistent communication and event/project updates

**Secretary, Club Improv**

January 2025 – Present

- Tracked weekly attendance using Google Forms and maintained accurate participant records

## ADDITIONAL INFORMATION

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

# Summer Kulcsar

Dallas, TX | 469.970.0184 | kulcsarsummer@gmail.com | <https://www.linkedin.com/in/summerkulcsar/>

## EDUCATION

### The University of Texas at Dallas

*Bachelor of Science, Marketing*

Comet Transfer Scholarship

May 2026

**GPA 3.5**

### Dallas College

*Associate of Arts*

July 2024

**GPA 3.6**

## SKILLS

**Tools:** Canva, Adobe Creative Suite, Excel, Outlook, PowerPoint, Word, Salesforce, Zoho, Apollo.io, RingCentral

## PROFESSIONAL EXPERIENCE

### CEC Entertainment, Irving, TX

January 2026 – May 2026

*Media Network, Licensing, and Entertainment Intern*

- Researched 30+ potential brand partners and identified high-alignment opportunities that strengthened sales proposals and lead generation efforts.
- Supported content production workflows, ensuring brand consistency across all digital and print assets in over 500 stores.
- Developed proposal materials and valued media inventory across multiple markets, improving accuracy of campaign planning and reporting.

### NerdsToGo, Plano, TX

May 2025 – September 2025

*Marketing & Sales Intern*

- Conducted 150+ customer outreach calls and emails, boosting lead engagement and identifying service needs that supported sales conversions.
- Launched localized marketing campaigns across social media and online listings, increasing local visibility by 20% within the first two months.
- Created promotional materials and digital content each week that supported consistent branding across platforms.

### Lorena Leigh Music, LLC, Fort Worth, TX

March 2025 – August 2025

*Marketing & Sales Intern*

- Monitored content performance and optimized posting schedules to improve reach and audience interaction on four social media accounts.
- Supported merchandise distribution strategy by researching audience demographics and sales trends across multiple markets.
- Designed 15+ social media graphics, promotional assets, and visual materials using Canva, increasing fan engagement during the album rollout.

## LEADERSHIP EXPERIENCE.

### Business Professionals of America, University of Texas at Dallas, *President*

April 2025 – February 2026

- Led an eight-member officer team to organize 15+ workshops, meetings, and professional development events, increasing engagement among 40-chapter members.
- Directed recruitment and outreach initiatives that grew chapter participation by 25%, strengthening visibility within one of BPA's 1,800+ chapters nationwide.

## ADDITIONAL INFORMATION

*Eligibility:*

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

# Mark Miako

Dallas, TX | (214) 518 - 3671 | mwmiako06@gmail.com | www.linkedin.com/in/mwmiako/

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance and Business Analytics & AI*

**Davidson Management Honors Program**

**May 2029**

**GPA: 3.50**

**Skills:** Operations Analysis, Demand Forecasting, Sourcing Analysis, Financial & Data Analysis, Market Research, Negotiation, Due Diligence, Process Improvement, Adaptability, Attention to Detail

**Certifications:** Microsoft Office Specialist, Project Destined: Real Estate Fundamentals, IRS VITA Certification, NOCTI Accounting Foundations, Bloomberg Market Concepts, Bloomberg Finance Fundamentals

**Tools:** Microsoft Office, Power BI, SAP, GAINS Forecasting Software, Java, Python, SQL, Tableau, Meta Ads, CRM Software

## PROFESSIONAL EXPERIENCE

**Weavercres Auto**, Lewisville, Texas

**January 2025 – Present**

*Salesman and Online Marketing Assistant*

- Grew monthly sales by 30% by optimizing digital lead conversion and enhancing customer engagement
- Generate 100+ additional leads per week through targeted online listings and strategic social media posts, and refining customer follow-up systems
- Streamline inventory sourcing operations and criteria, resulting in decreased reconditioning and repair turnaround, improving time-to-sale and lot availability

**Bell Helicopter**, Fort Worth, Texas

**September 2024 – August 2025**

*Commercial Business & STEP Intern*

- Managed ~ \$1M global spare parts inventory, optimizing availability and maintaining target stock levels across international distribution points. Ensuring timely availability and optimal inventory levels
- Forecasted spare parts demand across Bell legacy, active, and developmental aircraft programs, cutting AOG incidents and hitting delivery targets at international distribution points
- Analyzed historical and predictive trend data to forecast inventory demand to ensure inventory fulfillment for aircraft bulletins, warranty, and maintenance plans, increasing safety and reliability of aircraft

## ORGANIZATION EXPERIENCE

**Consulting & Leadership Development Society**, Consultant & Operations Officer

**August 2025 – Present**

- Identified operational bottleneck for independent cabinetry contractor and proposed Jobber CRM implementation, consolidating all administrative workflows and driving a 10% efficiency improvement
- Orchestrated social media and marketing for the semiannual strategy case competition, drawing 131 participants across UTD's several schools
- Coached a junior member on client-facing presentation strategy, drawing on industry and project experience

**Association of Supply Chain Management**, Student Outreach Officer

**August 2025 – Present**

- Leveraged Bell Flight internship network to secure and organize a supply chain-focused case competition, bringing an industry partner into the organization
- Launched Alumni Spotlight Series to connect current members with alumni for networking and guidance

**UTD Real Estate Club**, Active Member

**August 2025 – Present**

- Engaged with senior professionals from Goldman Sachs, PGIM Real Estate, and Northmarq through rotational panels on structured credit, debt and equity placement, and institutional asset management

## ADDITIONAL INFORMATION

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

## Aditya Praveen

Frisco, TX | (214)-494-9713 | [axp220259@utdallas.edu](mailto:axp220259@utdallas.edu) | [linkedin.com/in/adityapraveen080](https://www.linkedin.com/in/adityapraveen080) | U.S. Citizen

### EDUCATION

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**The University of Texas at Dallas**

**Richardson, TX**

**Bachelor of Science: Finance**

**Expected Graduation: May 2027**

Relevant Coursework: Financial Modeling & Valuation, Managerial & Financial Accounting, Microeconomics, International Financial Management, AI In Business, Regulation of Business & Financial Markets, Real Estate Principles

Extracurriculars & Clubs: Financial Leadership Association, Sports Analytics Club (Treasurer), Real Estate Club & UTD Dean's Cup

### PROFESSIONAL EXPERIENCE

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**Target**

**Prosper, TX**

**General Merchandise Expert**

**September 2023 - May 2024**

- Supported the launch of a new Prosper Target store in a fast paced dynamic setting by assisting with pre-opening setup, including shipment unloading, fixture assembly, and departmental merchandising
- Maintained sales floor excellence by maintaining a 93% customer satisfaction score, zoning shelves, addressing spills/safety hazards, and ensuring accurate pricing/signage
- Managed inventory receiving, sorting, and stocking processes, including daily restocking, cycle counts, and scanning to minimize out-of-stock scenarios, improving inventory accuracy by 14%
- Stocked shelves, built displays, and executed visual merchandising standards to ensure a guest-ready sales floor prior to grand opening
- Ensured 98% annual store compliance with safety protocols to meet Target's consumer & asset protection standards

**Dallas Formula Racing - Formula SAE**

**Richardson, TX**

**Director of Business Development**

**December 2023 - Present**

- Generated & allocated over \$250k in capital and components by managing 40+ sponsor accounts, building a partnership pipeline, and negotiating multi-stakeholder agreements including testing site and facility access at Eagle's Canyon Raceway
- Secured \$30k+ in interdisciplinary funding by co-authoring and delivering proposals to CS, ECE, JSOM, and Bass departments
- Placed 18th in FSAE Michigan (EV) 2025 & 21st in FSAE Michigan (IC) 2024 Business Competitions by designing case components on vehicle optimization, fuel compliance, and supply chain modeling
- Advanced as a 2025 IC Business Competition Semi-finalist by preparing a [live presentation](#) & [RFP](#), focusing on proposed production costs, implementation strategy, and timeline rationale, presented to the CAR Board of Directors
- Led a 15-member cross-functional team to deliver competition strategy, financial modeling, and operational planning initiatives, improving FSAE project execution timelines

**UTD Pickleball Club**

**Richardson, TX**

**Treasurer & Site Coordinator**

**August 2024 - Present**

- Expanded weekly Open Play meetings by increasing player turnout by 50% (from 20 to 30 members); implemented membership dues and optimized court/equipment logistics
- Raised \$600 for Children's Health through a co-hosted UTD Pickleball x FSA tournament; managed logistics across Beginner and Intermediate brackets
- Secured funding for UTD Pickleball Traveling Competition Team; Obtained a partnership with PPA Pro (UTD Alumnus) for a mixer event; enhanced member benefits by negotiating PPA Tour (Dallas) ticket access for club members
- Implemented Excel Dashboards for club finances & event attendance, increasing budget and planning efficiency by 43%
- Raised \$300 in club funds by spearheading the Spring '25 bake sale initiative, attracting new members and increasing engagement

### PROJECTS

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**Equity Research Analysis Report – General Mills (GIS)**

- Produced a comprehensive equity research report including valuation modeling, DCF analysis, and competitive industry research, culminating in a structured investment recommendation supported by macroeconomic and sector-level analysis
- Modeled General Mills revenue growth, operating margins, free cash flow, cost of capital, and terminal value to support a BUY recommendation with an estimated 16% upside
- Conducted in depth industry and competitive analysis across cloud computing, artificial intelligence, and enterprise software to evaluate long term earnings drivers and risk factors

### ADDITIONAL

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**Technical Skills:** Financial Modeling (DCF, LBO, M&A), Excel, PowerPoint, Financial Statement Analysis, Real Estate Market & Housing Policy Analysis, Urban Development Research, Outreach Strategy

**Certifications & Training:** Cognizant Leadership Summit, JP Morgan Chase Virtual Experience, Oliver Wyman Financial Services Job Simulation

# ANDREA SALVADOR

Irving, Texas, 75061 | (214) 685-4762 | acem9817@gmail.com  
Linkedin.com/in/andreacsalvador

## EDUCATION

### The University of Texas at Dallas

*Bachelor of Science in Business Administration; Concentration in Business Economics*

May 2024 - August 2027

**GPA 2.92**

## PROFESSIONAL EXPERIENCE

### Abaco Design + Build LLC, (Irving, Texas)

*Project Coordinator Part-Time*

April 2023 - Current

- Coordinate day-to-day office operations, ensuring smooth communication between project teams and vendors.
- Managed scheduling and conducted expense reviews, ensuring accurate financial tracking.
- Review and track project expenses, ensuring accuracy and alignment with budget expectations
- Support project coordination by organizing documentation and tracking progress.

### GreeningLaw, P.C. (Dallas, Texas)

*Medical Records Clerk*

January 2025 – November 2025

- Request, collect, and maintain medical records from hospitals, clinics, and physicians.
- Organize and file documents electronically and physically for attorneys and paralegal access.
- Maintain strict confidentiality, and compliance with HIPAA regulations.
- Build medical expenses reports.

### RealManage LLC, (Plano, Texas)

*Customer Service Representative*

November 2023 - August 2024

- Processed inbound calls from Homeowners Association (HOA) members.
- Processed HOA membership payments and reviewed account balances.
- Reviewed and advised homeowners on community rules and regulations.
- Assisted community managers process homeowners' documentation, which provide support for more complex cases.

### Joyeria El Morro, (Denver, Colorado)

*Sales Representative*

December 2020 - April 2023

- Identified customer's needs and interacted with customers throughout all phases of the sales process.
- Assisted with weekly inventory processing.
- Assisted with Business Marketing across multiple social media platforms.

## Organizations:

- Herbert D. Weitzman Institute for Real Estate Club at The University of Texas at Dallas      January 2026 – Present
- Gained foundational knowledge of project management processes, including planning, scheduling, and project control.
  - Developed understanding of project lifecycle, resource allocation, and performance monitoring.

## ADDITIONAL INFORMATION

*Eligibility:* US Permanent Resident | Eligible in the US for internships & full-time positions; no restrictions

*Skills:* Microsoft Word | PowerPoint and Excel

*Languages:* English | Spanish

# Chanunporn Jan Tippayasoontorn

Dallas, TX; (469) 577-5778; Jantippaya@gmail.com ; www.linkedin.com/in/jantippayasoontorn

## EDUCATION

### **The University of Texas at Dallas**

Bachelor of Science, Finance, Financial Management concentration

May 2027

GPA 3.89

## SKILLS

Microsoft 365 (PowerPoint, Excel, Word, Outlook), Canva, Tableau, and Guest Service.

## RELEVANT ACADEMIC EXPERIENCE

### **Financial Modeling & Valuation Course**

January 2026 – Present

- Derived relative equity value utilizing public comps, precedent transactions, and a 5-year DCF.
- Synthesized a Leveraged Buyout model to evaluate IRR and cash-on-cash multiples under various scenarios.
- Evaluated M&A impact through accretion/dilution merger models to determine pro-forma EPS variance.

### **Vista Equity Partners Demystifying Private Equity – Job Simulation, Forage**

January 2026

- Interpreted and audited key financial data, from 20+ pages of SEC filings to analyze business performance.
- Built a detailed income statement from 100+ rows of raw data to streamline sensitivity analysis and valuation.
- Produced an investment memo outlining growth, profitability, and strategy for immediate team review.

## ORGANIZATION & DEVELOPMENT

### **Event Coordinator – Circle K International, The University of Texas at Dallas**

September 2025 – Present

- Coordinated a fundraising event, a thrift store pop-up sale that generated \$1200 in donations.
- Planned a toy craft event for a local animal shelter, fulfilling over 30 handcrafted pet toys.

### **Public Relations – Pickleball Club, The University of Texas at Dallas**

August 2024 – Present

- Acted as the primary point of contact for external partnerships, joint social events, and charity tournaments.
- Managed the organization's digital identity, designing content to promote weekly openplay, increasing active club membership by 15% in one semester.

### **Member – Weitzman Institute for Real Estate, The University of Texas at Dallas**

September 2023 – Present

- Expanded industry and market knowledge by actively participating in 5+ club-organized events per semester.
- Engaged in property tours and site visits, gaining real-world insight into management and market dynamics.

### **Volunteer – North Texas Food Bank, Plano, TX**

June 2023 – Present

- Accurately distributed and packaged an average of 30,000 pounds of food per shift, exceeding daily targets.
- Streamlined the sorting process for dried food times, increasing the packing rate to 10 bags per minute.

## PROFESSIONAL EXPERIENCE

### **Togo Attendant – True Food Kitchen, Dallas, TX**

April 2024 – November 2025

- Maintained a 99% order accuracy rate while managing a high-frequency transaction of 50+ orders per shift.
- Optimized logistics for high-volume orders, reducing wait times by 25% through improved packaging systems.
- Trained new team members on operational procedures, standardizing service protocols across the team.

### **Server – Taste of Thai Plano, Plano, TX**

February 2022 – March 2023

- Increased operational capacity by 30% by refining table turnover procedures and meal preparation tracking.
- Generated a 25% increase in average sales through strategic upselling and deep product knowledge.
- Managed high-pressure time constraints to ensure 99% order fulfillment accuracy, balancing inventory management with real-time customer needs.

## ADDITIONAL INFORMATION

**Languages:** Proficient in English and familiar with Thai

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

# Trinity Tran

✉ trinitytran119@gmail.com | (781) 472-9955 | LinkedIn: <https://www.linkedin.com/in/trinity-n-tran>

## EDUCATION

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**University of Texas at Dallas** – Richardson, TX Aug 2023 – Dec 2026  
Bachelor of Science in Marketing GPA: 3.5  
Coursework: Fundamentals of Professional Selling, Principles of Marketing, Digital & Internet Marketing, Marketing Research, Social Media Marketing

## EXPERIENCE

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**AIAA UT Dallas** – Richardson, TX Mar 2025 – Present  
ARC Marketing Assistant

- Researched current internet trends using social listening tools and platform analytics to drive high engagement across AIAA social media channels, leading to over 3K total viewership and a 25% increase in followers.
- Planned and scripted social media posts using content calendars and audience research to ensure consistent, relevant messaging.
- Recorded and directed actors using scripting and on-set direction techniques to produce polished video content for social platforms.
- Collaborated with the ARC Marketing Lead using DaVinci Resolve and Canva to video edit, design, and upload content that met channel standards.

**Tom Thumb** – Garland, TX Sept 2025 – Present  
Drive Up & Go (DUG) Associate

- Picked and fulfilled customers' online orders using store inventory systems to ensure accurate, timely order completion. Coordinated with team members using shared task management to complete all orders and curbside deliveries within service time targets. Fulfilled an estimated 12 orders a day where the average contained 35+ items.
- Contacted customers regarding out-of-stock items using phone and text communication to identify suitable substitutes and maintain satisfaction. Engaged with an average of 35 customers daily.

**Walmart** – Garland, TX Apr 2024 – Feb 2025  
Autocare Associate

- Built customer relationships by explaining product features, warranties, and service options using one-on-one consultations to enhance buying decisions and drive satisfaction. Engaged with an average of 70 customers daily.
- Strengthened consumer communication skills through direct service interactions using active listening and product knowledge to resolve inquiries and improve the customer experience.
- Gathered insight into customer preferences using observational and conversational techniques to support market research and consumer behavior analysis.
- Trained three associates using hands-on guidance and departmental procedures to ensure consistent service quality and team efficiency.

**UT Dallas NATS 1141** – Richardson, TX Jan 2024 – May 2024  
Student Teacher (6<sup>th</sup> Grade Math)

- Designed and delivered engaging math presentations using lesson planning frameworks and visual aids to improve student comprehension and participation.
- Partnered with a fellow student teacher and mentor using collaborative planning to build an effective and inclusive learning environment.
- Supported students with lesson questions using guided instruction and one-on-one assistance to ensure understanding and in-class assignment completion.

## AWARDS & CERTIFICATIONS

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Social Media Marketing – HubSpot Academy | Apr 2026  
Google Digital Marketing & E-Commerce Professional Certificate | Mar 2025  
LinkedIn Learning – Marketing Tools: Digital Marketing Tools & Services | Feb 2025

## SKILLS

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**Marketing & Communication:** Digital Marketing Tools, Consumer Engagement, Presentation Design, Brand Messaging, Filming, Video Editing, Content Creation

**Technical Tools:** Adobe Photoshop, Adobe Animate, OBS Studio, DaVinci Resolve, Canva, Clip Studio Paint, Microsoft Excel, Procreate

**Professional:** Team Leadership, Customer Service, Market Research Support, Data Entry, MS Office Suite

# REYAN VISHWAKARMA

Frisco, TX • (945)-249-4562 • vishwakarma.reyan@gmail.com • linkedin.com/in/reyanvishwa

## EDUCATION

The University of Texas at Dallas - *Bachelor of Science in Finance and Economics*

May 2028

- Davidson Management Honors Program (DMHP), Academic Excellence Scholarship Recipient

## EXPERIENCE

**Project Destined** - *Real Estate Private Equity Intern*

April 2026 - Present

- Selected for a real estate private equity internship focused on investment analysis, financial modeling, and commercial real estate
- Will underwrite commercial real estate deals, analyzing return metrics, cash flows, risk, and capital structure across investments
- Will develop investment memos and present recommendations, evaluating deal feasibility, market conditions, and strategy

**Nitara's Kitchen** - *Co-Founder*

August 2022 - Present

- Managed 40+ monthly client orders, maintaining 95%+ customer retention through personalized service and consistent delivery
- Increased profitability by 40% through pricing optimization, expense tracking, and implementation of cost-control initiatives
- Drove 35% customer growth through targeted marketing campaigns, local outreach efforts, and customer acquisition strategies

**Rey Acquisitions** - *Founder*

June 2025 - December 2025

- Sourced and analyzed 100+ residential properties across North Texas, closing 8 deals with projected \$3K-\$6K profit per deal
- Built a direct-to-seller pipeline from 450+ FSBO Zillow leads and executed 400+ outreach attempts, generating qualified deals
- Evaluated deals using repair estimates and return metrics to maximize ROI, negotiating contracts through closing processes

**AccuraPledge** - *Co-Founder*

March 2025 - July 2025

- Engineered AI workflows for scheduling, billing, and document handling, reducing admin tasks by 30% across 3 practices
- Audited operations and implemented Zapier, Make, and OpenAI APIs, streamlining processes over 2 client-months of testing
- Secured and onboarded 3 practices (2 Dentists, 1 Dermatologist) through targeted outreach and personalized workflow design

**Maran Luxury** - *Business Development Intern*

April 2024 - June 2024

- Onboarded 4 Indian suppliers, securing a catalog of 60+ luxury furniture pieces for a U.S.-based startup
- Developed efficient communication systems, reducing supplier response times by 50% (24 to 12 hours), improving workflow
- Organized and maintained purchase, inventory, pricing, and sales data in spreadsheets to support trend analysis and accurate record-keeping

## PROJECTS

**NVIDIA vs AMD Equity Research Analysis**

March 2026 - Present

- Conducting equity research to evaluate whether NVIDIA's valuation premium over AMD is justified in AI markets
- Built financial models (FY2021-FY2025) from 10-K data to analyze revenue growth, margins, and segment performance
- Performed valuation analysis using EV/Revenue and EV/EBITDA to assess relative pricing and market expectations

## ACTIVITIES

**CLDS x Cognizant Consulting Case Competition** - *1st Place Team Member*

October 2025 - November 2025

- Won 1st place out of 70+ teams after advancing to the Top 5 finals, outperforming solutions in feasibility and implementation
- Designed a global rollout strategy for Eden, a gene-editing technology, ensuring ethical, internationally regulated adoption
- Presented the final proposal to Cognizant and CLDS judges, earning top evaluation scores for clarity and execution

**Sigma Alpha Epsilon (SAE)** - *Marketing Executive*

February 2026 - Present

- Managed Instagram content strategy and posting, increasing engagement by ~25% through consistent and targeted content
- Designed 25+ merchandise and apparel concepts, driving member adoption and strengthening brand consistency across events

**Financial Foundations Club** - *Founder & Co-President*

January 2023 - March 2025

- Organized and led 3+ hands-on workshops teaching financial literacy to 50+ students aged 9-14, introducing broad concepts
- Increased membership by 35% through targeted social media outreach and consistent word-of-mouth engagement efforts
- Developed a curriculum on budgeting frameworks, compound growth, and needs-vs-wants analysis to build financial skills

**Underground Discourse** - *Co-Host, Marketing Executive, & Editor*

March 2023 - January 2025

- Co-hosted and edited episodes with guests of 50K+ followers, driving a 40% engagement increase and audience growth
- Developed and executed Instagram and Discord campaigns, increasing reach by 25% and strengthening retention and presence
- Managed content strategy and audience interaction, strengthening relationships with influencers and listeners and fostering long-term brand loyalty

## ADDITIONAL

- Certifications: Bloomberg Finance Fundamentals, Excel Basics for Data Analysis
- Honors: Academic Excellence Scholarship (2025), AP Capstone Award (2025), AP Scholar Award (2024)
- Language Fluency: English (Native), Hindi (Native), Urdu (Advanced), Punjabi (Conversational)
- Technical Skills: Microsoft Office (Excel, Word, PowerPoint), Financial Modeling, Financial Analysis, Valuation (EV/EBITDA, EV/Revenue, Google Sheets, Zapier, Make, OpenAI API)
- Work Eligibility: Eligible to work in the U.S. with no restrictions

# Gaoge Yang

Melissa, TX | 213.234.8858 | Gaoge.Yang@UTDallas.edu | <https://www.linkedin.com/in/gaogeyang/>

## EDUCATION

### The University of Texas at Dallas

May. 2027

*Master of Science, Marketing*

Coursework:

Marketing Management, Market Entry Strategies, Interactive & Digital Marketing, Introduction to Real Estate

### University of Southern California, Los Angeles

May. 2021

*Master's Degree, Architecture*

**GPA 3.61**

### Shenzhen University, Shenzhen, China

Jun. 2018

*Bachelor's Degree, Architecture*

## SKILLS

**Certifications:** Stukent Digital Marketing Simternship, Leadership in Energy and Environmental Design Accredited Professional in Building Design & Construction (LEED AP BD+C), Leadership in Energy and Environmental Design Green Associate (LEED GA)

**Tools:** Website Development, Adobe Suite, MS Office Suite, Architectural Pieces of software

**Others:** Team Collaboration, Time Management, Cross-group Communication

## PROFESSIONAL EXPERIENCE

### KITDORITY BUSINESS AND TRADE LLC, Dallas-Fort Worth Metroplex, Texas

Jan. 2025 - Present

*Digital Marketing Specialist*

- Provide full-cycle e-commerce operational services for multiple overseas companies, managing multi-channel seller accounts across Temu and Amazon platforms to drive global sales growth
- Achieved 45% sales increase by optimizing e-commerce performance, including ranking Top 2 on Temu and 54th in category on Amazon US
- Analyze market data, plan promotional activities, and predict sales trends growth for 15%
- Direct overseas production and development teams to achieve 67% of launch targets while improving communication efficiency by 20%
- Provide quick responses to inquiries from North American customers, achieving a customer satisfaction rating of 4.8 out of 5

### Target (Northgate Store), Seattle, Washington

Nov. 2023 - Jun. 2024

*Marketing Staff, Fulltime, Marketing Department*

- Provided multiple services to customers such as helping them find items in cold/dry grocery shelves and unlocking wine racks for them

### Perkins&Will, Seattle, Washington

Jul. 2022 - Aug. 2023

*Designer I, Full-time, Architectural Design Team & Marketing Team*

- Designed a marketing booklet for a 10-story commercial office in Anchorage, Alaska
- Printed and compiled 50% DD drawing set with consultant files under the direction of senior designers

## ADDITIONAL INFORMATION

*Languages:* Chinese (Mandarin), English

*Eligibility:*

- US Permanent Resident, Eligible in the US for internships & full-time – no restrictions



Herbert D. Weitzman  
Institute for Real Estate

# PROPERTY MANAGEMENT

## Internship

SPRING 2026

## ARYAN AKHUD

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[www.linkedin.com/in/aryan-akhud-21b0a8263](http://www.linkedin.com/in/aryan-akhud-21b0a8263)

### EDUCATION

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University of Texas at Dallas – Richardson, Texas

**Degree: B.S. in Finance**

**Concentration: Financial Management**

**Graduation: December 2026**

**GPA: 3.6**

### INTERNSHIP EXPERIENCE

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**Project Destined** – Remote

*Jan 2026 – Feb 2026*

*Private Equity Intern*

- Analyzed real estate private equity deals across sourcing, underwriting, and asset management stages
- Macroeconomic trends, cap rates, and local market fundamentals to support investment recommendations by using financial models.
- Built and utilized financial models to evaluate investment opportunities, incorporating cash flow projections and IRR.
- Performed property-level financial analysis, assessing revenue growth, operating expenses, and valuation.

**Seven Tablets AI** - Addison, TX

*May 2025 - Aug 2025*

*Financial Analyst Intern*

- Built tiered revenue projection model using TAM and SAM analysis across a \$4.2B market, improving SaaS subscription efficiency by 18%.
- Supported customer segmentation and market sizing using financial metrics and DCF models for 3 major ecosystems (M365, Google Workspace, Zoom), identifying \$6.5M in growth potential.
- Conducted financial benchmarking and competitive analysis of 10+ SaaS pricing models, uncovering 12% cost optimization and 15% ROI improvement opportunities.

### PROJECTS

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**Yinan Value Investing & Financial Modeling Externship**

*Mar 2026 - Present*

- Constructed a 3-way financial models and perform DCF valuation analysis, and the IPO calendar.
- Analyzed public companies, evaluate revenue growth, free cash flow, ROIC.
- Conducted equity research, including competitive positioning, risk analysis, and industry benchmarking.

**Trammell Crow Company Bridge Program**

*Sept 2025 – Nov 2025*

- Built practical skills in real estate and understanding how innovations shape projects.
- Participated in site visits and discussions on industrial development near DFW airport.
- Understood the company's goal and how they expanded their business.

### ORGANIZATIONS AND LEADERSHIP INVOLVEMENT

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**Real Estate Club** – Richardson, TX

*Feb 2025 - Present*

*Member*

- Collaborated with 25+ peers and industry professionals to build commercial real estate analysis skills.
- Completed case studies and 3+ property tours applying valuation and development methods.

**FinTech Club** – Richardson, TX

*Jan 2025 - Present*

*Member*

- Applied analytical skills in biweekly sessions to develop fintech app prototypes and blockchain concepts.
- Collaborated with 10+ members to analyze fintech use cases and enhance project readiness.

### SKILLS AND INTERESTS

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**Technical:** SQL, Tableau, Python, Excel, Financial Modeling, DCF

**Finance/Accounting:** IRR, Asset Management, Financial Accounting, Managerial Accounting, Budgeting, Saving

**TANOJ ATMAKURI**

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**EDUCATION**

**University of Texas At Dallas** – Richardson, TX

*Bachelor of Science in Finance*

Expected Graduation: **May 2028**

- GPA: 4.00

**EXPERIENCE**

**Project Destined**– Remote, US

**April 2026-Present**

**Real Estate Private Equity Intern**

- Participated in a 5-week real estate private equity training program, where I will be underwriting three multifamily deals in both team and individual settings, culminating in a private equity investment competition
- Conducting market analysis (rent comps, occupancy trends, demographics) to support investment decisions
- Delivered recommendations through a private equity case competition, presenting to real estate professionals

**180 Degrees Consulting** – Richardson, TX

**Nov 2025 - Present**

**Consultant**

- Selected as a Consultant at 180 Degrees Consulting UTD, supporting pro bono strategy projects and consistently delivering actionable insights for nonprofit and social impact organizations across multiple sectors.
- Led a consulting workstream for a nonprofit organization to redesign its internship onboarding process, identifying key inefficiencies in communication, training, and role clarity that were impacting intern retention and performance
- Delivered data-backed recommendations and a client-ready implementation roadmap, projected to improve intern engagement by 30%, reduce onboarding time by 15%, and increase program scalability for future cohorts

**PROFESSIONAL DEVELOPMENT**

**Ernst&Young(EY)** – Remote, US

**March 2026 - Present**

**Expedition**

- Chosen for EY’s early-career development program introducing consulting fundamentals, client problem-solving methodologies, and the role of advisory teams in helping organizations address business challenges
- Completed case-based workshops on structured analysis and consulting workflows; collaborated with EY professionals to understand real-world advisory engagements and client problem-solving approaches

**Boston Consulting Group** – Remote, US

**Feb 2026 - Present**

**Launch**

- Selected for Boston Consulting Group’s Launch Program, an early-identification initiative for high-potential students focused on strategy consulting, structured problem-solving, and case interview preparation

**Oliver Wyman** – Remote, US

**Feb 2026 - Present**

**Immersion Program**

- Participating in Oliver Wyman’s Immersion Program, gaining insight into consulting workflows and how firms approach complex client problems through curated sessions, case walkthroughs, and practitioner-led discussions

**ACCOMPLISHMENTS**

**Securities Analysis Competition Finalist** – Richardson, TX

**Nov 2025**

- Selected as a Semifinalist (Top 8 of 50 teams) in the highly competitive Fall 2025 Security Analysis Competition (SAC) hosted by the Financial Leadership Association (FLA), demonstrating strong analytical and financial skills.
- Competed on a three-member equity research team analyzing American Battery Technology Company (NASDAQ: ABAT), building a full, detailed three-statement financial model with revenue drivers, margin sensitivities, and capex forecasts using 10-Ks, investor presentations, and industry benchmarks.
- Produced a professional equity research report and presentation deck, carefully integrating valuation multiples, detailed scenario analysis, and industry benchmarks to support a BUY rating with 148% upside potential.

**SKILLS, CERTIFICATIONS,& INTERESTS**

**Technical:** Excel, PowerPoint, Python,

**Tools:** Bloomberg Terminal, Tableau, SQL

**Analytical:** Financial Modeling, Valuation, Market Research, Scenario Analysis

**Interests:** EV technology, Environmental Sustainability, Basketball, Travel, Personal Finance

**Certifications:** Yale University - *Financial Markets* Certificate, Citadel US Computing Olympiad - Gold Certification (Top 10% Nationally), Dean’s Honor List at UT Dallas for academic excellence

# SHRAY DHUNGANA

Dallas, TX | (469)-407-9965 | dhungana.shray2007@gmail.com | linkedin.com/in/shraydhungana

## EDUCATION

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**The University of Texas at Dallas - Bachelor of Science in Finance** **May 2028**  
● Davidson Management Honors Program (DMHP), Collegium V Honors, Academic Excellence Scholarship Recipient **GPA: 3.7**

## EXPERIENCE

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**Project Destined - Dallas, TX** **March 2026 - Present**  
*Real Estate Private Equity Intern*

- Selected for a competitive real estate private equity internship focused on investment analysis and financial modeling
- Underwrote 2 multifamily deals, projecting levered/unlevered returns and debt sizing using DSCR, LTV, and debt yield
- Built 2 investment memos and presented recommendations, evaluating deal feasibility and market conditions

**Syon and Brother Inc. - Edgewood, TX** **January 2025 - Present**  
*Operations Supervisor*

- Directed operations for 3 commercial retail properties, monitoring financial performance, optimizing workflow, and implementing process improvements that enhanced operational efficiency across all locations
- Streamlined inventory and supply chain management using POS systems (Modisoft, EasyStorePro), digitizing finances, reducing errors, and accelerating restocking and reporting processes
- Conducted demographic surveys and launched targeted loyalty programs across all stores, increasing customer retention ~10% and driving \$4K-\$5K/month in incremental revenue

**Massive Capital - Remote** **December 2025 - February 2026**  
*Acquisitions Intern*

- Underwrote 10+ properties (\$100M+ assets) across multifamily, retail, RV/mobile home parks, convenience stores, and hotels, building detailed Excel financial models to project returns and assess investment viability
- Analyzed 20+ inbound acquisition opportunities with deal sourcing team, defining asset-class-specific buy-box criteria for 5+ asset classes using market trends, demographics, and occupancy benchmarks to prioritize top deals
- Developed and delivered investor pitch for RV park to 7 accredited investors, modeling IRR (21%), cash-on-cash return (12%), and equity multiple (2.3x) to secure funding recommendations

## ACTIVITIES AND PROJECTS

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**FinTech UTD - Richardson, TX** **August 2025 - December 2025**  
*Team Analyst*

- Secured 3rd place and \$200 in FinTech competition, presenting Atlas, a crypto anomaly detection platform to judges from JPMorgan, Goldman Sachs, Capital One, and PNC Bank
- Engineered backend algorithms in Python, FastAPI, NumPy, and Pandas to implement quantitative trading strategies, including pairs trading, mean reversion, and statistical anomaly detection
- Analyzed Tesla crypto market volatility and early price anomalies, generating actionable real-time signals to simulate high-frequency trading and test strategy efficacy

**Stock Volatility Analysis Project** **November 2025**

- Programmed real-time Tesla stock volatility monitor in Python using AlphaVantage and NewsAPI from 100+ news outlets
- Scraped top 3-5 most relevant sources daily, calculating price changes and flagging movements above 5% for actionable alerts
- Delivered real-time alerts via WhatsApp, simulating practical trading workflows without Bloomberg terminals

## ADDITIONAL INFORMATION

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- **Certifications:** Microsoft Office Specialist: Word Associate, Microsoft Office Specialist: Excel Associate, PCEP - Certified Entry-Level Python Programmer, ESB- Entrepreneurship and Small Business Certification
- **Skills:** Financial Modeling & Underwriting, Real Estate & Private Equity Analysis, Excel, Python, Data Analysis, Market Research & Demographics, API Integration & Automated Alerts, Investment Memo & Presentation Prep
- **Languages:** English (Native), Nepali (Native/ Bilingual), Hindi (Advanced), Urdu (Conversational)
- **Work Eligibility:** US Citizen, Eligible to work in the US for internships and full-time with no restrictions

# Danial Hemani

Carrollton, Texas | 214.606.6643 | imtiazhemani@yahoo.com | <https://www.linkedin.com/in/danial-hemani1/>

## EDUCATION

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### The University of Texas at Dallas

*Bachelor of Science, Business Administration Concentration in Real Estate*

Comet Scholar

9 Hours Dual Credit in High School

Expected: May 2027

**GPA 3.7**

## PROFESSIONAL EXPERIENCE

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### DFW Realty and Mortgage Group, Dallas, Texas

October 2024 – Present

*Realtor*

- Closed 10+ residential transactions, generating consistent commission revenue while guiding clients from listing to closing
- Conducted 100+ showings and open houses, increasing property visibility and contributing to lead generation and client pipeline growth
- Negotiated contracts using market data and comps, helping clients secure competitive pricing and favorable terms
- Coordinated with lenders, inspectors, and title companies to ensure on-time closings and minimize transaction delays

### HP Tech Ventures, Remote

February 2024 – April 2024

*Intern*

- Evaluated 20+ pre-seed startups by analyzing business models, teams, and market opportunities to support investment decisions
- Leveraged advanced Excel functions such as SQL, and data visualization to interpret trends, compare performance, and provide actionable insights.
- Collaborated on investment memos and presentations, contributing insights that supported strategic funding discussions

### Naeem Ahmad CPA PC, Coppell, Texas

June 2021 – August 2023

*Accounting and Tax Intern*

- Analyzed financial records and bank statements for 30+ clients, improving accuracy and supporting timely tax return preparation.
- Prepared income statements and balance sheets, helping streamline tax filings for small business clients.
- Organized and categorized transactions using accounting software and Excel, increasing efficiency in reporting and audit readiness.

## ACADEMIC PROJECT EXPERIENCE

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### Company Analysis and Data Visualization, Information Technology for Business

August 2025 – December 2025

- Built a comprehensive Excel workbook analyzing sales and profitability across products, categories, and time periods, enabling clearer data-driven decisions.
- Applied PivotTables, charts, and analytics tools to uncover key sales trends, identify top-performing products, and highlight peak revenue periods.
- Performed forecasting and scenario analysis to project future sales, helping evaluate potential revenue outcomes.

### Project Scope, Operations Management

August 2024 – December 2024

- Analyzed a fictional company's operations, identifying key issues in customer feedback processes and product development cycles.
- Developed a detailed project plan, including work breakdown structure, timelines, and deliverables, improving project organization and execution clarity.

## SKILLS

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- Advanced Excel (PivotTables, INDEX/MATCH, Scenario Modeling)
- SQL (Joins, Aggregations, Data Extraction)
- Financial Modeling & Forecasting
- Data Visualization

# Rodrigo Hernandez

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<https://rodrigohernandezor1.wixsite.com/my-site-1>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Business Administration*

## PROFESSIONAL EXPERIENCE

**Sequoia Administration LLC**, The Woodlands TX

May 2024 – August 2024

*Project Manager*

- Planned and executed end-to-end project schedules, coordinating labor, materials, and subcontractors across multiple workstreams.
- Supervised 20+ personnel while monitoring productivity, safety, and quality metrics, resulting in a 10% productivity improvement
- Negotiated contracts with subcontractors, reducing project costs by 5% while maintaining quality and scope.
- Reduced project delays by 20% by implementing a more streamlined workflow and boosting productivity.

**Royal Prestige**, Mexico City

May 2022 – September 2022

*Salesman*

- Generated 5k in sales revenue in my first month by effectively promoting high-end kitchen products.
- Closed 25+ sales deals per month, consistently exceeding sales targets by 20% and driving business growth.
- Presented product demonstrations to over 100 clients, resulting in a 15% increase in customer engagement.
- Built and maintained strong relationships with a client base of over 200 customers ensuring repeat business.

## ACADEMIC PROJECT EXPERIENCE

**Professional Portfolio**, Business communication

August 2024 – December 2024

- Designed and launched a personal portfolio website achieving 25% increase in user engagement.
- Developed the website's layout and functionality, increasing usability by 35%.
- Identified and capitalized on new business opportunities which gave me 5+ business opportunities.

## ORGANIZATION EXPERIENCE

**Interact Club**, Fork Union Military Academy

August 2022 – May 2023

- Organized and led 10+ community service events contributing over 200 volunteer hours to the local community.

**Debate Team**, Fork Union Military Academy

August 2021- May 2023

- Prepared and delivered over 20 successful debate presentations contributing to a 95%-win rate within my team.

**Soccer Camp/ triathlete coach**, Self Employed

May 2024 – Current

- Created and managed a summer soccer camp and triathlete coaching program attracting over 25 customers.

## ADDITIONAL INFORMATION

*Skills:* Microsoft Project, Sales, Negotiation, Leadership, Client Relationship Management, Professional Communication.

*Extra curriculars:* 5x Half Ironman finisher, 2x Woodlands varsity soccer top 3 in state, 2x Fork Union Cadet of the term.

*Languages:* Spanish, English

*Eligibility:* Student VISA

# Mark Miako

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## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance and Business Analytics & AI*

**Davidson Management Honors Program**

**May 2029**

**GPA: 3.50**

**Skills:** Operations Analysis, Demand Forecasting, Sourcing Analysis, Financial & Data Analysis, Market Research, Negotiation, Due Diligence, Process Improvement, Adaptability, Attention to Detail

**Certifications:** Microsoft Office Specialist, Project Destined: Real Estate Fundamentals, IRS VITA Certification, NOCTI Accounting Foundations, Bloomberg Market Concepts, Bloomberg Finance Fundamentals

**Tools:** Microsoft Office, Power BI, SAP, GAINS Forecasting Software, Java, Python, SQL, Tableau, Meta Ads, CRM Software

## PROFESSIONAL EXPERIENCE

**Weavercres Auto**, Lewisville, Texas

**January 2025 – Present**

*Salesman and Online Marketing Assistant*

- Grew monthly sales by 30% by optimizing digital lead conversion and enhancing customer engagement
- Generate 100+ additional leads per week through targeted online listings and strategic social media posts, and refining customer follow-up systems
- Streamline inventory sourcing operations and criteria, resulting in decreased reconditioning and repair turnaround, improving time-to-sale and lot availability

**Bell Helicopter**, Fort Worth, Texas

**September 2024 – August 2025**

*Commercial Business & STEP Intern*

- Managed ~ \$1M global spare parts inventory, optimizing availability and maintaining target stock levels across international distribution points. Ensuring timely availability and optimal inventory levels
- Forecasted spare parts demand across Bell legacy, active, and developmental aircraft programs, cutting AOG incidents and hitting delivery targets at international distribution points
- Analyzed historical and predictive trend data to forecast inventory demand to ensure inventory fulfillment for aircraft bulletins, warranty, and maintenance plans, increasing safety and reliability of aircraft

## ORGANIZATION EXPERIENCE

**Consulting & Leadership Development Society**, Consultant & Operations Officer

**August 2025 – Present**

- Identified operational bottleneck for independent cabinetry contractor and proposed Jobber CRM implementation, consolidating all administrative workflows and driving a 10% efficiency improvement
- Orchestrated social media and marketing for the semiannual strategy case competition, drawing 131 participants across UTD's several schools
- Coached a junior member on client-facing presentation strategy, drawing on industry and project experience

**Association of Supply Chain Management**, Student Outreach Officer

**August 2025 – Present**

- Leveraged Bell Flight internship network to secure and organize a supply chain-focused case competition, bringing an industry partner into the organization
- Launched Alumni Spotlight Series to connect current members with alumni for networking and guidance

**UTD Real Estate Club**, Active Member

**August 2025 – Present**

- Engaged with senior professionals from Goldman Sachs, PGIM Real Estate, and Northmarq through rotational panels on structured credit, debt and equity placement, and institutional asset management

## ADDITIONAL INFORMATION

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

# Manav Patel

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## EDUCATION

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**The University of Texas at Dallas**, Richardson, TX

**May 2028**

**Bachelor of Science In Finance**, GPA: 3.84

**Honors/Awards:** Academic Excellence Scholarship, CUTX Scholarship

**Organization:** Real Estate Club, Financial Leadership Association

## PROFESSIONAL EXPERIENCE

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**Drusti LLC**, Wylie, TX

**Jun 2020 – Present**

*Financial Real Estate Bookkeeping*

- Negotiated reduced vendor fees, 15% savings on maintenance contracts and improved cash flow accuracy.
- Created and maintained detailed financial spreadsheets to monitor income and expenses.
- Analyzed budgets and financial reports; implemented cost saving opportunities resulting in a 10% saving.
- Coordinated with CPAs during tax season, organizing fiscal records for properties to ensure timely filing.

**Mangusta Capital Externship**, Remote

**Sep 2025 – Nov 2025**

*Deal Sourcing & Startup Analysis Extern*

- Conducted market research and competitive benchmarking to identify investment opportunities aligned with a \$80M AI-focused fund thesis.
- Developed an investment memo analyzing early stage startups, evaluating market size, founder strength, and competition.
- Acted as a VC Associate, sourcing and evaluating high-potential vertical AI startups across industries including manufacturing, logistics, and healthcare.

## ACADEMIC PROJECT AND ACCOMPLISHMENTS

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**Securities Analysis Competition**

**Sep 2025 – Oct 2025**

*Project Manager*

- Analyzed 12 American Airlines quarter earnings, and built a 5 year revenue, EBITDA & FCF forecast.
- Developed detailed DCF model to evaluate American Airlines stock, with a 8% buy potential.
- Performed sensitivity analysis on the valuation model, testing the impact of key variables (e.g., fuel costs, interest rate changes) on the final stock price, demonstrating a grasp of investment risk assessment.
- Presented a full equity research report on American Airlines to a panel of industry judges.

**Texas Real Estate**

**Jan 2025 – Present**

- Completed 180-hour real estate certification in RE finance, promulgated contracts, and RE contracts.
- Helped clients obtain investment properties gaining 20% equity.
- Attended property inspections, drafted repair addendums, and negotiated seller concessions.
- Evaluated investment property deals by analyzing cap rates, cash-on-cash return, and projected appreciation to advise clients on acquisition decisions.

## ORGANIZATION EXPERIENCE

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**Shree Swaminarayan Gurukul Dallas**

**January 2025 – Present**

*Event Coordinator*

- Planned and organized community cultural and educational events.
- Managed logistics for events drawing over 500 attendees, coordinating schedules, vendor requirements, and team assignments to ensure all cultural events concluded successfully and on budget.
- Served as the primary liaison between community members, organizational leadership, and volunteer teams, ensuring clear communication and alignment of expectations for all events.

## ADDITIONAL INFORMATION

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- **Computer Skills:** Microsoft Word, Excel, and Powerpoint, Tableau
- **Languages:** English (Native), Gujarati (Fluent), Hindi (Fluent)
- **Interests:** Real Estate, Pickleball, Music, Food, Traveling, Watches, Cars, Football, Volunteering.

## Aditya Praveen

Frisco, TX | (214)-494-9713 | [axp220259@utdallas.edu](mailto:axp220259@utdallas.edu) | [linkedin.com/in/adityapraveen080](https://www.linkedin.com/in/adityapraveen080) | U.S. Citizen

### EDUCATION

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The University of Texas at Dallas

Richardson, TX

Bachelor of Science: Finance

Expected Graduation: May 2027

Relevant Coursework: Financial Modeling & Valuation, Managerial & Financial Accounting, Microeconomics, International Financial Management, AI In Business, Regulation of Business & Financial Markets, Real Estate Principles

Extracurriculars & Clubs: Financial Leadership Association, Sports Analytics Club (Treasurer), Real Estate Club & UTD Dean's Cup

### PROFESSIONAL EXPERIENCE

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Target

Prosper, TX

General Merchandise Expert

September 2023 - May 2024

- Supported the launch of a new Prosper Target store in a fast paced dynamic setting by assisting with pre-opening setup, including shipment unloading, fixture assembly, and departmental merchandising
- Maintained sales floor excellence by maintaining a 93% customer satisfaction score, zoning shelves, addressing spills/safety hazards, and ensuring accurate pricing/signage
- Managed inventory receiving, sorting, and stocking processes, including daily restocking, cycle counts, and scanning to minimize out-of-stock scenarios, improving inventory accuracy by 14%
- Stocked shelves, built displays, and executed visual merchandising standards to ensure a guest-ready sales floor prior to grand opening
- Ensured 98% annual store compliance with safety protocols to meet Target's consumer & asset protection standards

Dallas Formula Racing - Formula SAE

Richardson, TX

Director of Business Development

December 2023 - Present

- Generated & allocated over \$250k in capital and components by managing 40+ sponsor accounts, building a partnership pipeline, and negotiating multi-stakeholder agreements including testing site and facility access at Eagle's Canyon Raceway
- Secured \$30k+ in interdisciplinary funding by co-authoring and delivering proposals to CS, ECE, JSOM, and Bass departments
- Placed 18th in FSAE Michigan (EV) 2025 & 21st in FSAE Michigan (IC) 2024 Business Competitions by designing case components on vehicle optimization, fuel compliance, and supply chain modeling
- Advanced as a 2025 IC Business Competition Semi-finalist by preparing a [live presentation](#) & [RFP](#), focusing on proposed production costs, implementation strategy, and timeline rationale, presented to the CAR Board of Directors
- Led a 15-member cross-functional team to deliver competition strategy, financial modeling, and operational planning initiatives, improving FSAE project execution timelines

UTD Pickleball Club

Richardson, TX

Treasurer & Site Coordinator

August 2024 - Present

- Expanded weekly Open Play meetings by increasing player turnout by 50% (from 20 to 30 members); implemented membership dues and optimized court/equipment logistics
- Raised \$600 for Children's Health through a co-hosted UTD Pickleball x FSA tournament; managed logistics across Beginner and Intermediate brackets
- Secured funding for UTD Pickleball Traveling Competition Team; Obtained a partnership with PPA Pro (UTD Alumnus) for a mixer event; enhanced member benefits by negotiating PPA Tour (Dallas) ticket access for club members
- Implemented Excel Dashboards for club finances & event attendance, increasing budget and planning efficiency by 43%
- Raised \$300 in club funds by spearheading the Spring '25 bake sale initiative, attracting new members and increasing engagement

### PROJECTS

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Equity Research Analysis Report – General Mills (GIS)

- Produced a comprehensive equity research report including valuation modeling, DCF analysis, and competitive industry research, culminating in a structured investment recommendation supported by macroeconomic and sector-level analysis
- Modeled General Mills revenue growth, operating margins, free cash flow, cost of capital, and terminal value to support a BUY recommendation with an estimated 16% upside
- Conducted in depth industry and competitive analysis across cloud computing, artificial intelligence, and enterprise software to evaluate long term earnings drivers and risk factors

### ADDITIONAL

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**Technical Skills:** Financial Modeling (DCF, LBO, M&A), Excel, PowerPoint, Financial Statement Analysis, Real Estate Market & Housing Policy Analysis, Urban Development Research, Outreach Strategy

**Certifications & Training:** Cognizant Leadership Summit, JP Morgan Chase Virtual Experience, Oliver Wyman Financial Services Job Simulation

# ANDREA SALVADOR

Irving, Texas, 75061 | (214) 685-4762 | acem9817@gmail.com  
Linkedin.com/in/andreacsalvador

## EDUCATION

### The University of Texas at Dallas

*Bachelor of Science in Business Administration; Concentration in Business Economics*

May 2024 - August 2027

**GPA 2.92**

## PROFESSIONAL EXPERIENCE

### Abaco Design + Build LLC, (Irving, Texas)

*Project Coordinator Part-Time*

April 2023 - Current

- Coordinate day-to-day office operations, ensuring smooth communication between project teams and vendors.
- Managed scheduling and conducted expense reviews, ensuring accurate financial tracking.
- Review and track project expenses, ensuring accuracy and alignment with budget expectations
- Support project coordination by organizing documentation and tracking progress.

### GreeningLaw, P.C. (Dallas, Texas)

*Medical Records Clerk*

January 2025 – November 2025

- Request, collect, and maintain medical records from hospitals, clinics, and physicians.
- Organize and file documents electronically and physically for attorneys and paralegal access.
- Maintain strict confidentiality, and compliance with HIPAA regulations.
- Build medical expenses reports.

### RealManage LLC, (Plano, Texas)

*Customer Service Representative*

November 2023 - August 2024

- Processed inbound calls from Homeowners Association (HOA) members.
- Processed HOA membership payments and reviewed account balances.
- Reviewed and advised homeowners on community rules and regulations.
- Assisted community managers process homeowners' documentation, which provide support for more complex cases.

### Joyeria El Morro, (Denver, Colorado)

*Sales Representative*

December 2020 - April 2023

- Identified customer's needs and interacted with customers throughout all phases of the sales process.
- Assisted with weekly inventory processing.
- Assisted with Business Marketing across multiple social media platforms.

## Organizations:

- Herbert D. Weitzman Institute for Real Estate Club at The University of Texas at Dallas      January 2026 – Present
- Gained foundational knowledge of project management processes, including planning, scheduling, and project control.
  - Developed understanding of project lifecycle, resource allocation, and performance monitoring.

## ADDITIONAL INFORMATION

*Eligibility:* US Permanent Resident | Eligible in the US for internships & full-time positions; no restrictions

*Skills:* Microsoft Word | PowerPoint and Excel

*Languages:* English | Spanish

**Alyssa Times**

Dallas, TX | 708.540.0476 | lyss.times@gmail.com | [www.linkedin.com/in/atimes2026](http://www.linkedin.com/in/atimes2026)

**EDUCATION**

*The University of Texas, Dallas, TX*

**Master of Science in Data Analytics and Artificial Intelligence**

May 2027

**Relevant coursework:** Database Foundations, Advanced Statistics, Business Analytics with R, Prescriptive Analytics  
Real Estate Investment Management Certificate

**Relevant coursework:** Introduction to Real Estate, Real Estate Investments, Advance Real Estate Law Practice

*Jackson State University, Jackson, MS*

May 2024

**Bachelor of Arts, Business Management**

**Tools:** ARGUS, R, SQL, Python, Tableau, Canva, Microsoft Office, Visual Code Studio, Salesforce

**PROFESSIONAL EXPERIENCE**

**Securitas, Coppell, TX**

Nov 2025 –Present

*Field Supervisor*

- Direct daily security operations supporting 1,000+ customers across multiple locations
- Train and develop 10+ officers across four locations, improving team performance
- Provide multi-site leadership to officers, ensuring safety and operating protocols are effectively executed

**Walmart Supercenter, Naperville, IL**

Dec 2020–Nov 2025

*Personal Shopper Team Lead*

- Supported seamless digital shopping operations during and after COVID
- Developed 5–7 product features weekly across key categories
- Executed order fulfillment processes to meet productivity targets

**Home Depot, Atlanta, GA**

Sep 2023 – Nov 2023

*Marketing Extern*

- Analyzed raw data to generate insights and support strategic decision-making
- Evaluated digital presence by product and service to optimize brand positioning
- Designed content and promotional materials to support marketing campaigns

**Walmart Home Office, Bentonville, AR**

May 2023 – Aug 2023

*Bakery Merchandiser Intern*

- Produced weekly reports to track business performance
- Enhanced supplier engagement strategies, contributing to a 10% increase in bakery online content
- Collaborated with merchant teams in quarterly reviews and strategic planning sessions
- Performed data analysis to support business insights and operational decisions

**ORGANIZATION EXPERIENCE**

**Alpha Phi Omega Fraternity (Community Service), Treasurer - Jackson State University**

Dec 2023 – Present

**Envision (Data Analytics Peer Organization) – University of Texas at Dallas**

Feb 2026-Present

**Real Estate Club – University of Texas at Dallas**

Jan 2026-Present

**CERTIFICATIONS**

Advanced SQL and Database Design Certification

*Argus*

**ADDITIONAL INFORMATION**

*US citizen, eligible to work in the US for internships and full-time with no restrictions*

## Chanunporn Jan Tippayasoontorn

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### EDUCATION

#### **The University of Texas at Dallas**

Bachelor of Science, Finance, Financial Management concentration

May 2027

GPA 3.89

### SKILLS

Microsoft 365 (PowerPoint, Excel, Word, Outlook), Canva, Tableau, and Guest Service.

### RELEVANT ACADEMIC EXPERIENCE

#### **Financial Modeling & Valuation Course**

January 2026 – Present

- Derived relative equity value utilizing public comps, precedent transactions, and a 5-year DCF.
- Synthesized a Leveraged Buyout model to evaluate IRR and cash-on-cash multiples under various scenarios.
- Evaluated M&A impact through accretion/dilution merger models to determine pro-forma EPS variance.

#### **Vista Equity Partners Demystifying Private Equity – Job Simulation, Forage**

January 2026

- Interpreted and audited key financial data, from 20+ pages of SEC filings to analyze business performance.
- Built a detailed income statement from 100+ rows of raw data to streamline sensitivity analysis and valuation.
- Produced an investment memo outlining growth, profitability, and strategy for immediate team review.

### ORGANIZATION & DEVELOPMENT

#### **Event Coordinator – Circle K International, The University of Texas at Dallas**

September 2025 – Present

- Coordinated a fundraising event, a thrift store pop-up sale that generated \$1200 in donations.
- Planned a toy craft event for a local animal shelter, fulfilling over 30 handcrafted pet toys.

#### **Public Relations – Pickleball Club, The University of Texas at Dallas**

August 2024 – Present

- Acted as the primary point of contact for external partnerships, joint social events, and charity tournaments.
- Managed the organization's digital identity, designing content to promote weekly openplay, increasing active club membership by 15% in one semester.

#### **Member – Weitzman Institute for Real Estate, The University of Texas at Dallas**

September 2023 – Present

- Expanded industry and market knowledge by actively participating in 5+ club-organized events per semester.
- Engaged in property tours and site visits, gaining real-world insight into management and market dynamics.

#### **Volunteer – North Texas Food Bank, Plano, TX**

June 2023 – Present

- Accurately distributed and packaged an average of 30,000 pounds of food per shift, exceeding daily targets.
- Streamlined the sorting process for dried food times, increasing the packing rate to 10 bags per minute.

### PROFESSIONAL EXPERIENCE

#### **Togo Attendant – True Food Kitchen, Dallas, TX**

April 2024 – November 2025

- Maintained a 99% order accuracy rate while managing a high-frequency transaction of 50+ orders per shift.
- Optimized logistics for high-volume orders, reducing wait times by 25% through improved packaging systems.
- Trained new team members on operational procedures, standardizing service protocols across the team.

#### **Server – Taste of Thai Plano, Plano, TX**

February 2022 – March 2023

- Increased operational capacity by 30% by refining table turnover procedures and meal preparation tracking.
- Generated a 25% increase in average sales through strategic upselling and deep product knowledge.
- Managed high-pressure time constraints to ensure 99% order fulfillment accuracy, balancing inventory management with real-time customer needs.

### ADDITIONAL INFORMATION

**Languages:** Proficient in English and familiar with Thai

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

# James Uhl

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## EDUCATION

### **The University of Texas at Dallas**

Expected December 2026

*Bachelor of Science, Business Administration- Real Estate Finance Concentration*

**Relevant Courses:** *Business Finance, Information Technology, Managerial Methods, Operations Management, Organizational Behavior*

**GPA: 3.182**

### **Collin College, Plano Texas**

Graduated May 2024

*Associate of Arts, General Studies*

**Honors/ Awards:** *Dean's List Spring 2023*

**Relevant Courses:** *Financial Accounting, Managerial Accounting, Business Law*

**GPA: 3.14**

## PROFESSIONAL EXPERIENCE

### **LA Fitness International, Plano, Texas**

May 2022– Present

*Front Desk Receptionist*

- Manage member accounts and resolve billing issues, supporting customer retention and satisfaction
- Contribute to monthly revenue by consistently meeting membership sales and renewal targets
- Coordinate 5–10 weekly onboarding appointments to improve client experience and engagement
- Support daily operations for a 1,200+ member facility, ensuring efficient front desk workflow
- Selected to train and mentor 10+ new hires, improving service consistency and team performance

### **Brookshires Grocery Company, Celina, Texas**

November 2018– August 2021

*Courtesy Clerk/ Stocker*

- Strengthened client experience by delivering high-volume customer service to 100+ customers daily
- Supported merchandising and inventory processes to maintain product availability and sales flow
- Processed shipments and restocked inventory to ensure operational efficiency
- Trained new employees on procedures and customer service standards

## EXTRACURRICULAR EXPERIENCE

### **Highland Homes, McKinney, Texas**

October 2024

*Shadowed Project Manager*

- Observed project scheduling and construction management processes for 5 residential builds
- Supported accounting and payroll documentation tasks
- Scheduled municipal inspections using SAM and Build Pro software
- Organized construction office yard materials, and returns for credit on material not used

### **Our Community Food Pantry, Princeton, Texas**

September 2025- Present

*Volunteer*

- Coordinate the flow of food distribution to serve 40-50 families through an organized 3-4 family intake system
- Manage inventory by stocking shelves and monitoring supply levels
- Collaborate with team members to streamline operations and maintain a safe, orderly environment

### **Real Estate Club, University of Texas at Dallas**

January 2026- Present

- Attend workshops and speaker events focused on real estate finance, development, management and investments
- Network with industry professionals and alumni through club events and online forums
- Obtaining project management certificate

## ADDITIONAL INFORMATION

*Skills:* Critical Thinking, Creativity, Time Management, Teamwork, Customer Service, Sales, Marketing, Project Management, Interpersonal Communications, Detail Oriented, Microsoft Word, Microsoft Excel, PowerPoint

# Abdullah Uzer

Allen, TX, 75013 | (972) 370-7111 | uzerabdullah27@gmail.com | <https://www.linkedin.com/in/abdullah-uzer-0170a3336/>

## EDUCATION

**Bachelor of Science in Computer Science | Minor in Finance Real Estate Concentration**

Spring 2028

*The University of Texas at Dallas, Richardson, TX*

**Relevant Coursework:** Financial Accounting, Probability & Statistics, Real Estate Finance

## EXPERIENCE

**Dallas County of Health and Human Services, Dallas TX**

June 2025 – August 2025

*Finance & Budget Intern*

- Reviewed federal and state grant contracts, identifying key funding terms and compliance requirements
- Assisted with grant budget setup and prepared budget appropriation templates using the chart of accounts
- Tracked and organized program invoices and budget data using Excel, reporting to my supervisor daily maintaining accurate records and confidentiality in all tasks.
- Analyzed multi-year budgets to identify spending trends and allocation priorities, applying continuous improvement by refining my approach to financial analysis
- Collaborated with the Finance and Budget team on reporting initiatives and presented a performance analysis to the Deputy Director and leadership, earning formal recognition for outstanding contribution.

**Univa Trade LLC, Addison TX**

June 2024 – May 2025

*Financial Assistant*

- Analyzed trends in sales revenue and expenses for an e-commerce business to identify potential areas of improvement and cost savings opportunities, increasing sales by 30% the first month.
- Assisted in the development of annual budgets and long-term business plans.
- Created and managed online advertising campaigns with Google Ads, Facebook Ads, LinkedIn Ads.
- Improved online visibility through search engine optimization (SEO) and performance data tracking.

## EXTRACURRICULAR ACTIVITIES

**AIAA – Comet Rocketry, UT Dallas – *Business Specialist***

- Drafted and submitted grant applications for our nonprofit to local tech and engineering companies to fund annual competitions.
- Partnered with engineering and operations leads to align financial requests with project milestones.
- Managed sponsor outreach, proposal writing, and fund tracking using Excel to ensure accountability.

**Real Estate Club, UT Dallas – Member**

- Participate in club events and professional development sessions focused on commercial real estate, development, and industry networking.
- Completed the Herbert D. Weitzman Institute for Real Estate “From Blueprint to Building: The Journey of JSOM III” certificate program covering the development process from planning and financing to construction and delivery.

## CERTIFICATIONS & PROGRAMS

**Morgan Stanley Early Insights Program**

October 2025

- Selected to participate in an immersive exploration of Morgan Stanley’s business divisions, focusing on finance, risk, and operations.
- Gained exposure to financial modeling, firm strategy, and professional development sessions led by senior analysts and associates.

**McKinsey Forward Program**

October 2025

- Completed McKinsey’s structured curriculum on problem solving, communication, and analytical thinking.
- Applied frameworks to real-world business challenges to develop leadership.

## SKILLS & INTERESTS

**Technical Skills:** Excel, Financial Modeling, Data Analysis, Java, C++, HTML, SEO, Microsoft Office

**Soft Skills:** Analytical Thinking, Collaboration, Communication, Leadership, Adaptability

**Languages:** English (fluent), Turkish (fluent), Spanish (intermediate)

**Interests:** Pottery, UT Dallas IM soccer, following sports analytics

# REYAN VISHWAKARMA

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## EDUCATION

The University of Texas at Dallas - *Bachelor of Science in Finance and Economics*

May 2028

- Davidson Management Honors Program (DMHP), Academic Excellence Scholarship Recipient

## EXPERIENCE

**Project Destined** - *Real Estate Private Equity Intern*

April 2026 - Present

- Selected for a real estate private equity internship focused on investment analysis, financial modeling, and commercial real estate
- Will underwrite commercial real estate deals, analyzing return metrics, cash flows, risk, and capital structure across investments
- Will develop investment memos and present recommendations, evaluating deal feasibility, market conditions, and strategy

**Nitara's Kitchen** - *Co-Founder*

August 2022 - Present

- Managed 40+ monthly client orders, maintaining 95%+ customer retention through personalized service and consistent delivery
- Increased profitability by 40% through pricing optimization, expense tracking, and implementation of cost-control initiatives
- Drove 35% customer growth through targeted marketing campaigns, local outreach efforts, and customer acquisition strategies

**Rey Acquisitions** - *Founder*

June 2025 - December 2025

- Sourced and analyzed 100+ residential properties across North Texas, closing 8 deals with projected \$3K-\$6K profit per deal
- Built a direct-to-seller pipeline from 450+ FSBO Zillow leads and executed 400+ outreach attempts, generating qualified deals
- Evaluated deals using repair estimates and return metrics to maximize ROI, negotiating contracts through closing processes

**AccuraPledge** - *Co-Founder*

March 2025 - July 2025

- Engineered AI workflows for scheduling, billing, and document handling, reducing admin tasks by 30% across 3 practices
- Audited operations and implemented Zapier, Make, and OpenAI APIs, streamlining processes over 2 client-months of testing
- Secured and onboarded 3 practices (2 Dentists, 1 Dermatologist) through targeted outreach and personalized workflow design

**Maran Luxury** - *Business Development Intern*

April 2024 - June 2024

- Onboarded 4 Indian suppliers, securing a catalog of 60+ luxury furniture pieces for a U.S.-based startup
- Developed efficient communication systems, reducing supplier response times by 50% (24 to 12 hours), improving workflow
- Organized and maintained purchase, inventory, pricing, and sales data in spreadsheets to support trend analysis and accurate record-keeping

## PROJECTS

**NVIDIA vs AMD Equity Research Analysis**

March 2026 - Present

- Conducting equity research to evaluate whether NVIDIA's valuation premium over AMD is justified in AI markets
- Built financial models (FY2021-FY2025) from 10-K data to analyze revenue growth, margins, and segment performance
- Performed valuation analysis using EV/Revenue and EV/EBITDA to assess relative pricing and market expectations

## ACTIVITIES

**CLDS x Cognizant Consulting Case Competition** - *1st Place Team Member*

October 2025 - November 2025

- Won 1st place out of 70+ teams after advancing to the Top 5 finals, outperforming solutions in feasibility and implementation
- Designed a global rollout strategy for Eden, a gene-editing technology, ensuring ethical, internationally regulated adoption
- Presented the final proposal to Cognizant and CLDS judges, earning top evaluation scores for clarity and execution

**Sigma Alpha Epsilon (SAE)** - *Marketing Executive*

February 2026 - Present

- Managed Instagram content strategy and posting, increasing engagement by ~25% through consistent and targeted content
- Designed 25+ merchandise and apparel concepts, driving member adoption and strengthening brand consistency across events

**Financial Foundations Club** - *Founder & Co-President*

January 2023 - March 2025

- Organized and led 3+ hands-on workshops teaching financial literacy to 50+ students aged 9-14, introducing broad concepts
- Increased membership by 35% through targeted social media outreach and consistent word-of-mouth engagement efforts
- Developed a curriculum on budgeting frameworks, compound growth, and needs-vs-wants analysis to build financial skills

**Underground Discourse** - *Co-Host, Marketing Executive, & Editor*

March 2023 - January 2025

- Co-hosted and edited episodes with guests of 50K+ followers, driving a 40% engagement increase and audience growth
- Developed and executed Instagram and Discord campaigns, increasing reach by 25% and strengthening retention and presence
- Managed content strategy and audience interaction, strengthening relationships with influencers and listeners and fostering long-term brand loyalty

## ADDITIONAL

- Certifications: Bloomberg Finance Fundamentals, Excel Basics for Data Analysis
- Honors: Academic Excellence Scholarship (2025), AP Capstone Award (2025), AP Scholar Award (2024)
- Language Fluency: English (Native), Hindi (Native), Urdu (Advanced), Punjabi (Conversational)
- Technical Skills: Microsoft Office (Excel, Word, PowerPoint), Financial Modeling, Financial Analysis, Valuation (EV/EBITDA, EV/Revenue, Google Sheets, Zapier, Make, OpenAI API)
- Work Eligibility: Eligible to work in the U.S. with no restrictions

# Phuong Vu

Dallas, Texas | 469.422.1418 | phuong.vu.lily@gmail.com | linkedin.com/in/imphuongvu

## EDUCATION

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

Expected December 2026

*Master of Science, Finance, Real Estate Concentration GPA: 3.7*

*Bachelor of Science, Marketing, Sales Concentration*

December 2021

## SKILLS

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**Tools:** Excel (financial modeling, pro forma), ARGUS, Salesforce, Outreach, LeadIQ, Crystal Knows, Microsoft Dynamics 365

**Competencies:** Program & project management, research due diligent, GTM execution, process optimization, merchant & client partnerships, content commerce, cross-functional collaboration, stakeholder management

## PROFESSIONAL EXPERIENCE

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### Project Destined – Real Estate Private Equity Intern

Dallas, TX

*Real Estate Private Equity Intern*

Feb 2026 – Present

- Participating in a 5-week REPE training program, underwriting three multifamily deals in team and individual settings, culminating in a private equity investment competition.
- Completed Project Destined’s CRE Fundamentals Program (Level 1: Market & Property Analysis); analyzed Offering Memoranda, reviewed NOI sensitivity, identified unrealistic pro forma assumptions, and applied skeptical underwriting principles.

### Vu Realty LLC

Dallas, TX

*Property Management*

Jan 2025 – Present

- Manage a portfolio of 5 residential properties across DFW; oversee tenant rotations, maintenance, and daily operations, sustaining 90%+ occupancy and monitoring income/expense performance.
- Prepare property-level operating reports, tracking revenue, maintenance costs, and NOI trends to support portfolio management decisions.
- Serve as primary contact for tenants, realtors, and contractors, resolving 95%+ of service requests within 48 hours and ensuring full lease compliance.

### Tata Consultancy Services

Dallas, TX

*Associate Business Development Lead*

Mar 2024 – Jun 2025

- Led business development for 10+ mid-market organizations; conducted market research and strategic outreach to C-suite executives, expanding the client pipeline.
- Maintained 100% CRM compliance, tracking contacts and pipeline progress while collaborating on cross-industry outreach campaigns resulting in 100+ monthly outbound activities.

*Market Development Specialist*

Jun 2022 – Mar 2024

- Built relationships with 25+ key decision-makers in Healthcare & Life Sciences, generating pipeline opportunities averaging \$1M+ and fostering long-term partnerships.
- Designed multi-touch outreach sequences engaging 4,000+ prospects; analyzed 50+ CRM campaigns, securing 125+ qualified responses and optimizing business development strategy.

### GP Marketing Media

Dallas, TX

*Co-Founder*

Jun 2024 – December 2025

- Founded and operate a content and branding agency for restaurants and food brands across DFW, generating revenue and expanding clients’ digital presence.
- Managed content for Ngon Vietnamese Restaurant (Michelin-awarded), producing 100+ pieces, growing 1,000+ followers, and averaging 120,000 monthly views.

## ORGANIZATIONS

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Real Estate Club, Member – UT Dallas

Aug 2025 – Present

Graduate Finance Management Council, Member – UT Dallas

Aug 2025 – Present

## ADDITIONAL INFORMATION

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**Languages:** Vietnamese | **Eligibility:** U.S. Citizen – eligible to work in the U.S. for internships and full-time with no restrictions

# Gaoge Yang

Melissa, TX | 213.234.8858 | Gaoge.Yang@UTDallas.edu | <https://www.linkedin.com/in/gaogeyang/>

## EDUCATION

### The University of Texas at Dallas

May. 2027

*Master of Science, Marketing*

Coursework:

Marketing Management, Market Entry Strategies, Interactive & Digital Marketing, Introduction to Real Estate

### University of Southern California, Los Angeles

May. 2021

*Master's Degree, Architecture*

**GPA 3.61**

### Shenzhen University, Shenzhen, China

Jun. 2018

*Bachelor's Degree, Architecture*

## SKILLS

**Certifications: Stukent Digital Marketing Simternship, Leadership in Energy and Environmental Design Accredited Professional in Building Design & Construction (LEED AP BD+C), Leadership in Energy and Environmental Design Green Associate (LEED GA)**

**Tools: Website Development, Adobe Suite, MS Office Suite, Architectural Pieces of software**

**Others: Team Collaboration, Time Management, Cross-group Communication**

## PROFESSIONAL EXPERIENCE

### KITDORITY BUSINESS AND TRADE LLC, Dallas-Fort Worth Metroplex, Texas

Jan. 2025 - Present

*Digital Marketing Specialist*

- Provide full-cycle e-commerce operational services for multiple overseas companies, managing multi-channel seller accounts across Temu and Amazon platforms to drive global sales growth
- Achieved 45% sales increase by optimizing e-commerce performance, including ranking Top 2 on Temu and 54th in category on Amazon US
- Analyze market data, plan promotional activities, and predict sales trends growth for 15%
- Direct overseas production and development teams to achieve 67% of launch targets while improving communication efficiency by 20%
- Provide quick responses to inquiries from North American customers, achieving a customer satisfaction rating of 4.8 out of 5

### Target (Northgate Store), Seattle, Washington

Nov. 2023 - Jun. 2024

*Marketing Staff, Fulltime, Marketing Department*

- Provided multiple services to customers such as helping them find items in cold/dry grocery shelves and unlocking wine racks for them

### Perkins&Will, Seattle, Washington

Jul. 2022 - Aug. 2023

*Designer I, Full-time, Architectural Design Team & Marketing Team*

- Designed a marketing booklet for a 10-story commercial office in Anchorage, Alaska
- Printed and compiled 50% DD drawing set with consultant files under the direction of senior designers

## ADDITIONAL INFORMATION

*Languages: Chinese (Mandarin), English*

*Eligibility:*

- US Permanent Resident, Eligible in the US for internships & full-time – no restrictions



Herbert D. Weitzman  
Institute for Real Estate

# REAL ESTATE INVESTMENTS

## Internship

SPRING 2026

## ARYAN AKHUD

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[www.linkedin.com/in/aryan-akhud-21b0a8263](http://www.linkedin.com/in/aryan-akhud-21b0a8263)

### EDUCATION

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University of Texas at Dallas – Richardson, Texas

**Degree: B.S. in Finance**

**Concentration: Financial Management**

**Graduation: December 2026**

**GPA: 3.6**

### INTERNSHIP EXPERIENCE

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**Project Destined** – Remote

*Jan 2026 – Feb 2026*

*Private Equity Intern*

- Analyzed real estate private equity deals across sourcing, underwriting, and asset management stages
- Macroeconomic trends, cap rates, and local market fundamentals to support investment recommendations by using financial models.
- Built and utilized financial models to evaluate investment opportunities, incorporating cash flow projections and IRR.
- Performed property-level financial analysis, assessing revenue growth, operating expenses, and valuation.

**Seven Tablets AI** - Addison, TX

*May 2025 - Aug 2025*

*Financial Analyst Intern*

- Built tiered revenue projection model using TAM and SAM analysis across a \$4.2B market, improving SaaS subscription efficiency by 18%.
- Supported customer segmentation and market sizing using financial metrics and DCF models for 3 major ecosystems (M365, Google Workspace, Zoom), identifying \$6.5M in growth potential.
- Conducted financial benchmarking and competitive analysis of 10+ SaaS pricing models, uncovering 12% cost optimization and 15% ROI improvement opportunities.

### PROJECTS

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**Yinan Value Investing & Financial Modeling Externship**

*Mar 2026 - Present*

- Constructed a 3-way financial models and perform DCF valuation analysis, and the IPO calendar.
- Analyzed public companies, evaluate revenue growth, free cash flow, ROIC.
- Conducted equity research, including competitive positioning, risk analysis, and industry benchmarking.

**Trammell Crow Company Bridge Program**

*Sept 2025 – Nov 2025*

- Built practical skills in real estate and understanding how innovations shape projects.
- Participated in site visits and discussions on industrial development near DFW airport.
- Understood the company's goal and how they expanded their business.

### ORGANIZATIONS AND LEADERSHIP INVOLVEMENT

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**Real Estate Club** – Richardson, TX

*Feb 2025 - Present*

*Member*

- Collaborated with 25+ peers and industry professionals to build commercial real estate analysis skills.
- Completed case studies and 3+ property tours applying valuation and development methods.

**FinTech Club** – Richardson, TX

*Jan 2025 - Present*

*Member*

- Applied analytical skills in biweekly sessions to develop fintech app prototypes and blockchain concepts.
- Collaborated with 10+ members to analyze fintech use cases and enhance project readiness.

### SKILLS AND INTERESTS

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**Technical:** SQL, Tableau, Python, Excel, Financial Modeling, DCF

**Finance/Accounting:** IRR, Asset Management, Financial Accounting, Managerial Accounting, Budgeting, Saving

## TANOJ ATMAKURI

Dallas, TX · (469) 647-2751 · tanoj.atmakuri@gmail.com · www.linkedin.com/in/tanojatmakuri

### EDUCATION

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**University of Texas At Dallas** – Richardson, TX

*Bachelor of Science in Finance*

Expected Graduation: **May 2028**

- GPA: 4.00

### EXPERIENCE

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**Project Destined**– Remote, US

**April 2026-Present**

#### **Real Estate Private Equity Intern**

- Participated in a 5-week real estate private equity training program, where I will be underwriting three multifamily deals in both team and individual settings, culminating in a private equity investment competition
- Conducting market analysis (rent comps, occupancy trends, demographics) to support investment decisions
- Delivered recommendations through a private equity case competition, presenting to real estate professionals

**180 Degrees Consulting** – Richardson, TX

**Nov 2025 - Present**

#### **Consultant**

- Selected as a Consultant at 180 Degrees Consulting UTD, supporting pro bono strategy projects and consistently delivering actionable insights for nonprofit and social impact organizations across multiple sectors.
- Led a consulting workstream for a nonprofit organization to redesign its internship onboarding process, identifying key inefficiencies in communication, training, and role clarity that were impacting intern retention and performance
- Delivered data-backed recommendations and a client-ready implementation roadmap, projected to improve intern engagement by 30%, reduce onboarding time by 15%, and increase program scalability for future cohorts

### PROFESSIONAL DEVELOPMENT

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**Ernst&Young(EY)** – Remote, US

**March 2026 - Present**

#### **Expedition**

- Chosen for EY's early-career development program introducing consulting fundamentals, client problem-solving methodologies, and the role of advisory teams in helping organizations address business challenges
- Completed case-based workshops on structured analysis and consulting workflows; collaborated with EY professionals to understand real-world advisory engagements and client problem-solving approaches

**Boston Consulting Group** – Remote, US

**Feb 2026 - Present**

#### **Launch**

- Selected for Boston Consulting Group's Launch Program, an early-identification initiative for high-potential students focused on strategy consulting, structured problem-solving, and case interview preparation

**Oliver Wyman** – Remote, US

**Feb 2026 - Present**

#### **Immersion Program**

- Participating in Oliver Wyman's Immersion Program, gaining insight into consulting workflows and how firms approach complex client problems through curated sessions, case walkthroughs, and practitioner-led discussions

### ACCOMPLISHMENTS

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**Securities Analysis Competition Finalist** – Richardson, TX

**Nov 2025**

- Selected as a Semifinalist (Top 8 of 50 teams) in the highly competitive Fall 2025 Security Analysis Competition (SAC) hosted by the Financial Leadership Association (FLA), demonstrating strong analytical and financial skills.
- Competed on a three-member equity research team analyzing American Battery Technology Company (NASDAQ: ABAT), building a full, detailed three-statement financial model with revenue drivers, margin sensitivities, and capex forecasts using 10-Ks, investor presentations, and industry benchmarks.
- Produced a professional equity research report and presentation deck, carefully integrating valuation multiples, detailed scenario analysis, and industry benchmarks to support a BUY rating with 148% upside potential.

### SKILLS, CERTIFICATIONS,& INTERESTS

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**Technical:** Excel, PowerPoint, Python,

**Tools:** Bloomberg Terminal, Tableau, SQL

**Analytical:** Financial Modeling, Valuation, Market Research, Scenario Analysis

**Interests:** EV technology, Environmental Sustainability, Basketball, Travel, Personal Finance

**Certifications:** Yale University - *Financial Markets* Certificate, Citadel US Computing Olympiad - Gold Certification (Top 10% Nationally), Dean's Honor List at UT Dallas for academic excellence

# Yasaswi Priya Challa

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## EDUCATION

### University of Texas at Dallas | Freshman

- Bachelor of Science in Finance
- Expected graduation: Aug 2027
- GPA: 3.82 / 4.00

### Dunlap High School, Dunlap, IL

- Graduated Top 5% of Class | Unweighted GPA: 3.93
- High Honor Roll, (All Semesters)

## REAL ESTATE EXPERIENCE

### Real Estate Private Equity Virtual Intern, Project Destined | Spring 2026

- Analyze real estate private equity investments through guided case studies, focusing on underwriting assumptions, cash flow projections, and exit scenarios
- Build Excel based financial models for multifamily and mixed use assets, including NOI growth, valuation, and return metrics
- Evaluate offering memorandums and investment presentations to assess deal risks and capital structure
- Collaborate with cohort members and industry professionals during live lectures and investment discussions, leading to a final investment competition

### ARGUS Enterprise Record of Achievement | Apr 2026

- Completed an ARGUS Enterprise workshop and earned a Record of Achievement after learning core platform navigation and cash flow modeling fundamentals
- Built an independent ARGUS cash flow model for a multifamily property, applying workshop-taught inputs such as rent, vacancy, and operating expenses to project NOI

### Commercial Real Estate Fundamentals Certificate, Project Destined | Jan 2026

- Completed a commercial real estate fundamentals program focused on market analysis, valuation, and deal financing
- Participated in live training and assessments introducing real estate underwriting and investment concepts

## ENTREPRENEURIAL PROJECTS

### Co-Founder, Gssecom (E-commerce Venture) | 2023 – 2025

- Held a 50% equity stake in an international e-commerce business generating \$7,661 in gross sales.
- Managed daily operations including pricing, inventory, order fulfillment, and customer support, maintaining ~30 orders per month across 13 countries.
- Built and maintained the company website and coordinated with suppliers to improve reliability and margins.
- Drove traffic and engagement, achieving 36,000 site visitors, while tracking revenues and adjusting strategy based on performance.

### President & Founder, Entrepreneur Club | Dunlap High School | 2022 - 2025

- Founded and led a student organization, guiding and helping 20+ students launch their own online businesses across diverse business models.
- Expanded the club by establishing a chapter in Naperville, increasing membership and reach.
- Raised \$670 in club funds to support programming and business initiatives.

## SKILLS & INTERESTS

- **Technical Skills:** Excel, Argus, AI, PowerPoint, Google Workspace, Canva
- **Interests:** Real estate markets, private equity, property investment analysis, financial modeling

# SHRAY DHUNGANA

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## EDUCATION

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**The University of Texas at Dallas - Bachelor of Science in Finance** **May 2028**  
● Davidson Management Honors Program (DMHP), Collegium V Honors, Academic Excellence Scholarship Recipient **GPA: 3.7**

## EXPERIENCE

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**Project Destined - Dallas, TX** **March 2026 - Present**  
*Real Estate Private Equity Intern*

- Selected for a competitive real estate private equity internship focused on investment analysis and financial modeling
- Underwrote 2 multifamily deals, projecting levered/unlevered returns and debt sizing using DSCR, LTV, and debt yield
- Built 2 investment memos and presented recommendations, evaluating deal feasibility and market conditions

**Syon and Brother Inc. - Edgewood, TX** **January 2025 - Present**  
*Operations Supervisor*

- Directed operations for 3 commercial retail properties, monitoring financial performance, optimizing workflow, and implementing process improvements that enhanced operational efficiency across all locations
- Streamlined inventory and supply chain management using POS systems (Modisoft, EasyStorePro), digitizing finances, reducing errors, and accelerating restocking and reporting processes
- Conducted demographic surveys and launched targeted loyalty programs across all stores, increasing customer retention ~10% and driving \$4K–\$5K/month in incremental revenue

**Massive Capital - Remote** **December 2025 - February 2026**  
*Acquisitions Intern*

- Underwrote 10+ properties (\$100M+ assets) across multifamily, retail, RV/mobile home parks, convenience stores, and hotels, building detailed Excel financial models to project returns and assess investment viability
- Analyzed 20+ inbound acquisition opportunities with deal sourcing team, defining asset-class-specific buy-box criteria for 5+ asset classes using market trends, demographics, and occupancy benchmarks to prioritize top deals
- Developed and delivered investor pitch for RV park to 7 accredited investors, modeling IRR (21%), cash-on-cash return (12%), and equity multiple (2.3x) to secure funding recommendations

## ACTIVITIES AND PROJECTS

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**FinTech UTD - Richardson, TX** **August 2025 - December 2025**  
*Team Analyst*

- Secured 3rd place and \$200 in FinTech competition, presenting Atlas, a crypto anomaly detection platform to judges from JPMorgan, Goldman Sachs, Capital One, and PNC Bank
- Engineered backend algorithms in Python, FastAPI, NumPy, and Pandas to implement quantitative trading strategies, including pairs trading, mean reversion, and statistical anomaly detection
- Analyzed Tesla crypto market volatility and early price anomalies, generating actionable real-time signals to simulate high-frequency trading and test strategy efficacy

**Stock Volatility Analysis Project** **November 2025**

- Programmed real-time Tesla stock volatility monitor in Python using AlphaVantage and NewsAPI from 100+ news outlets
- Scraped top 3–5 most relevant sources daily, calculating price changes and flagging movements above 5% for actionable alerts
- Delivered real-time alerts via WhatsApp, simulating practical trading workflows without Bloomberg terminals

## ADDITIONAL INFORMATION

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- **Certifications:** Microsoft Office Specialist: Word Associate, Microsoft Office Specialist: Excel Associate, PCEP - Certified Entry-Level Python Programmer, ESB- Entrepreneurship and Small Business Certification
- **Skills:** Financial Modeling & Underwriting, Real Estate & Private Equity Analysis, Excel, Python, Data Analysis, Market Research & Demographics, API Integration & Automated Alerts, Investment Memo & Presentation Prep
- **Languages:** English (Native), Nepali (Native/ Bilingual), Hindi (Advanced), Urdu (Conversational)
- **Work Eligibility:** US Citizen, Eligible to work in the US for internships and full-time with no restrictions

# Danial Hemani

Carrollton, Texas | 214.606.6643 | imtiazhemani@yahoo.com | <https://www.linkedin.com/in/danial-hemani1/>

## EDUCATION

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### The University of Texas at Dallas

*Bachelor of Science, Business Administration Concentration in Real Estate*

Comet Scholar

9 Hours Dual Credit in High School

Expected: May 2027

**GPA 3.7**

## PROFESSIONAL EXPERIENCE

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### DFW Realty and Mortgage Group, Dallas, Texas

October 2024 – Present

*Realtor*

- Closed 10+ residential transactions, generating consistent commission revenue while guiding clients from listing to closing
- Conducted 100+ showings and open houses, increasing property visibility and contributing to lead generation and client pipeline growth
- Negotiated contracts using market data and comps, helping clients secure competitive pricing and favorable terms
- Coordinated with lenders, inspectors, and title companies to ensure on-time closings and minimize transaction delays

### HP Tech Ventures, Remote

February 2024 – April 2024

*Intern*

- Evaluated 20+ pre-seed startups by analyzing business models, teams, and market opportunities to support investment decisions
- Leveraged advanced Excel functions such as SQL, and data visualization to interpret trends, compare performance, and provide actionable insights.
- Collaborated on investment memos and presentations, contributing insights that supported strategic funding discussions

### Naeem Ahmad CPA PC, Coppell, Texas

June 2021 – August 2023

*Accounting and Tax Intern*

- Analyzed financial records and bank statements for 30+ clients, improving accuracy and supporting timely tax return preparation.
- Prepared income statements and balance sheets, helping streamline tax filings for small business clients.
- Organized and categorized transactions using accounting software and Excel, increasing efficiency in reporting and audit readiness.

## ACADEMIC PROJECT EXPERIENCE

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### Company Analysis and Data Visualization, Information Technology for Business

August 2025 – December 2025

- Built a comprehensive Excel workbook analyzing sales and profitability across products, categories, and time periods, enabling clearer data-driven decisions.
- Applied PivotTables, charts, and analytics tools to uncover key sales trends, identify top-performing products, and highlight peak revenue periods.
- Performed forecasting and scenario analysis to project future sales, helping evaluate potential revenue outcomes.

### Project Scope, Operations Management

August 2024 – December 2024

- Analyzed a fictional company's operations, identifying key issues in customer feedback processes and product development cycles.
- Developed a detailed project plan, including work breakdown structure, timelines, and deliverables, improving project organization and execution clarity.

## SKILLS

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- Advanced Excel (PivotTables, INDEX/MATCH, Scenario Modeling)
- SQL (Joins, Aggregations, Data Extraction)
- Financial Modeling & Forecasting
- Data Visualization

# Rodrigo Hernandez

Spring, Texas, 77382; Phone: 346-380-0708; Email: rodrigohernandezorci@gmail.com

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<https://rodrigohernandezor1.wixsite.com/my-site-1>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Business Administration*

## PROFESSIONAL EXPERIENCE

**Sequoia Administration LLC**, The Woodlands TX

May 2024 – August 2024

*Project Manager*

- Planned and executed end-to-end project schedules, coordinating labor, materials, and subcontractors across multiple workstreams.
- Supervised 20+ personnel while monitoring productivity, safety, and quality metrics, resulting in a 10% productivity improvement
- Negotiated contracts with subcontractors, reducing project costs by 5% while maintaining quality and scope.
- Reduced project delays by 20% by implementing a more streamlined workflow and boosting productivity.

**Royal Prestige**, Mexico City

May 2022 – September 2022

*Salesman*

- Generated 5k in sales revenue in my first month by effectively promoting high-end kitchen products.
- Closed 25+ sales deals per month, consistently exceeding sales targets by 20% and driving business growth.
- Presented product demonstrations to over 100 clients, resulting in a 15% increase in customer engagement.
- Built and maintained strong relationships with a client base of over 200 customers ensuring repeat business.

## ACADEMIC PROJECT EXPERIENCE

**Professional Portfolio**, Business communication

August 2024 – December 2024

- Designed and launched a personal portfolio website achieving 25% increase in user engagement.
- Developed the website's layout and functionality, increasing usability by 35%.
- Identified and capitalized on new business opportunities which gave me 5+ business opportunities.

## ORGANIZATION EXPERIENCE

**Interact Club**, Fork Union Military Academy

August 2022 – May 2023

- Organized and led 10+ community service events contributing over 200 volunteer hours to the local community.

**Debate Team**, Fork Union Military Academy

August 2021- May 2023

- Prepared and delivered over 20 successful debate presentations contributing to a 95%-win rate within my team.

**Soccer Camp/ triathlete coach**, Self Employed

May 2024 – Current

- Created and managed a summer soccer camp and triathlete coaching program attracting over 25 customers.

## ADDITIONAL INFORMATION

*Skills:* Microsoft Project, Sales, Negotiation, Leadership, Client Relationship Management, Professional Communication.

*Extra curriculars:* 5x Half Ironman finisher, 2x Woodlands varsity soccer top 3 in state, 2x Fork Union Cadet of the term.

*Languages:* Spanish, English

*Eligibility:* Student VISA

# Suwab Khadka

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## **Education**

**The University of Texas at Dallas**

June 2027

Bachelor of Science in Finance (GPA: 3.6)

## **Skills**

**Technical:** Microsoft Excel (Formulas, Pivot Tables, Financial Modeling, Data Analysis), Financial Statement Analysis, Ratio Analysis, Forecasting, and Risk Assessment

**Professional:** Communication (Written & Verbal), Team Collaboration, Organization Skills, Adaptability, and Initiative

## **Experience**

**Valero (KDCL Investments LLC) | Greenville, TX**

May 2024 - Present

Assistant Business Manager

- Supported with daily operations, helping reduce discrepancies and improve purchasing decisions in a high-volume retail environment
- Analyzed financial and sales data to support decision-making, contributing to 7.5% reduction in unnecessary expenses
- Implemented merchandising strategies, increasing average daily transactions by 4%

## **Academic Project**

Financial Accounting Project (Apple Financial Analysis)

February 2024

- Conducted financial statement analysis of Apple Inc. to evaluate performance trends and identify key drivers of liquidity and profitability
- Conducted ratio analysis (liquidity, profitability, solvency), reconstructed key financial statements, and delivered concise insights and recommendations in a team presentation

## **Community Volunteer**

Comet Cupboard & Wilkinson Center

March 2026 - Present

- Supported local hunger-relief initiatives through consistent volunteer service
- Helped streamline inventory handling to support efficient service delivery

## **Additional Information**

Languages: Nepali & Hindi (Professional Working Proficiency)

Eligibility: (United States Citizen) Eligible to work in the United States without restrictions

# Haidi Kotsi

Richardson, Texas | 682.465.9724 | haidikotsi@gmail.com | www.linkedin.com/in/haidi-kotsi

## EDUCATION

### The University of Texas at Dallas

*Bachelor of Science, Business Administration, Real Estate Finance*

Honors and Scholarship(s)

Comet Transfer Scholarship, Dean's List TCC 2024, National Honor Society, Spanish Honor Society

May 2027

**GPA 3.9**

### Tarrant County Community College, Marine Creek

*Associate of Science*

Transferred 52 credit hours

June 2025

**GPA 3.41**

## SKILLS

**Tools:** MS Excel, MS Word

**Other Certifications:** CRE Fundamentals Certification, Construction Management Certification

**Relevant Coursework:** Intro to Management Accounting, Professional Development

## PROFESSIONAL EXPERIENCE

**Elite Tre LLC, Fort Worth, TX**

April 2023 – July 2025

*General Operation Assistant*

- Supported project manager with plan reviews, material procurement, and design decisions for 7 residential construction and remodeling projects.
- Staged 3 properties, reducing average days on market by 30%; performed routine upkeep, lawn care and trash removal to maintain curb appeal.
- Aided with budget-to-actual analysis by reviewing project costs against estimates.

## ACADEMIC PROJECT EXPERIENCE

**Trammel Crow Company Airport Industrial Bridge Program, *Project Destined***

October 2025 – November 2025

- Selected for 6-week program in partnership with Trammell Crow Company, a global leader in industrial real estate development, and earned a construction management certification.
- Gained exposure to airport industrial development through interactive speaker sessions, and a site visit to Passport Park west with TCC professionals.

**CRE Fundamentals, *Project Destined***

October 2025 – November 2025

- Completed 3 intensive courses on Market & Property Analysis, Valuation, and Deal Financing.
- Earned industry-accredited certification providing foundational training in commercial real estate concepts.

## ORGANIZATION EXPERIENCE

**UT Dallas Real Estate Club, *Member***

August 2025 – Present

- Attended 13 Real Estate events, strengthening industry knowledge and expanded professional network by 10 contacts
- Gained exposure to diverse real estate sectors by engaging with guest speakers on investment, development, and finance.

## ADDITIONAL INFORMATION

*Languages:* Spanish, Greek

*Eligibility:*

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

# Mark Miako

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## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance and Business Analytics & AI*

**Davidson Management Honors Program**

**May 2029**

**GPA: 3.50**

**Skills:** Operations Analysis, Demand Forecasting, Sourcing Analysis, Financial & Data Analysis, Market Research, Negotiation, Due Diligence, Process Improvement, Adaptability, Attention to Detail

**Certifications:** Microsoft Office Specialist, Project Destined: Real Estate Fundamentals, IRS VITA Certification, NOCTI Accounting Foundations, Bloomberg Market Concepts, Bloomberg Finance Fundamentals

**Tools:** Microsoft Office, Power BI, SAP, GAINS Forecasting Software, Java, Python, SQL, Tableau, Meta Ads, CRM Software

## PROFESSIONAL EXPERIENCE

**Weavercres Auto**, Lewisville, Texas

**January 2025 – Present**

*Salesman and Online Marketing Assistant*

- Grew monthly sales by 30% by optimizing digital lead conversion and enhancing customer engagement
- Generate 100+ additional leads per week through targeted online listings and strategic social media posts, and refining customer follow-up systems
- Streamline inventory sourcing operations and criteria, resulting in decreased reconditioning and repair turnaround, improving time-to-sale and lot availability

**Bell Helicopter**, Fort Worth, Texas

**September 2024 – August 2025**

*Commercial Business & STEP Intern*

- Managed ~ \$1M global spare parts inventory, optimizing availability and maintaining target stock levels across international distribution points. Ensuring timely availability and optimal inventory levels
- Forecasted spare parts demand across Bell legacy, active, and developmental aircraft programs, cutting AOG incidents and hitting delivery targets at international distribution points
- Analyzed historical and predictive trend data to forecast inventory demand to ensure inventory fulfillment for aircraft bulletins, warranty, and maintenance plans, increasing safety and reliability of aircraft

## ORGANIZATION EXPERIENCE

**Consulting & Leadership Development Society**, Consultant & Operations Officer

**August 2025 – Present**

- Identified operational bottleneck for independent cabinetry contractor and proposed Jobber CRM implementation, consolidating all administrative workflows and driving a 10% efficiency improvement
- Orchestrated social media and marketing for the semiannual strategy case competition, drawing 131 participants across UTD's several schools
- Coached a junior member on client-facing presentation strategy, drawing on industry and project experience

**Association of Supply Chain Management**, Student Outreach Officer

**August 2025 – Present**

- Leveraged Bell Flight internship network to secure and organize a supply chain-focused case competition, bringing an industry partner into the organization
- Launched Alumni Spotlight Series to connect current members with alumni for networking and guidance

**UTD Real Estate Club**, Active Member

**August 2025 – Present**

- Engaged with senior professionals from Goldman Sachs, PGIM Real Estate, and Northmarq through rotational panels on structured credit, debt and equity placement, and institutional asset management

## ADDITIONAL INFORMATION

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

# Manav Patel

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## EDUCATION

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**The University of Texas at Dallas**, Richardson, TX

**May 2028**

**Bachelor of Science In Finance**, GPA: 3.84

**Honors/Awards:** Academic Excellence Scholarship, CUTX Scholarship

**Organization:** Real Estate Club, Financial Leadership Association

## PROFESSIONAL EXPERIENCE

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**Drusti LLC**, Wylie, TX

**Jun 2020 – Present**

*Financial Real Estate Bookkeeping*

- Negotiated reduced vendor fees, 15% savings on maintenance contracts and improved cash flow accuracy.
- Created and maintained detailed financial spreadsheets to monitor income and expenses.
- Analyzed budgets and financial reports; implemented cost saving opportunities resulting in a 10% saving.
- Coordinated with CPAs during tax season, organizing fiscal records for properties to ensure timely filing.

**Mangusta Capital Externship**, Remote

**Sep 2025 – Nov 2025**

*Deal Sourcing & Startup Analysis Extern*

- Conducted market research and competitive benchmarking to identify investment opportunities aligned with a \$80M AI-focused fund thesis.
- Developed an investment memo analyzing early stage startups, evaluating market size, founder strength, and competition.
- Acted as a VC Associate, sourcing and evaluating high-potential vertical AI startups across industries including manufacturing, logistics, and healthcare.

## ACADEMIC PROJECT AND ACCOMPLISHMENTS

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**Securities Analysis Competition**

**Sep 2025 – Oct 2025**

*Project Manager*

- Analyzed 12 American Airlines quarter earnings, and built a 5 year revenue, EBITDA & FCF forecast.
- Developed detailed DCF model to evaluate American Airlines stock, with a 8% buy potential.
- Performed sensitivity analysis on the valuation model, testing the impact of key variables (e.g., fuel costs, interest rate changes) on the final stock price, demonstrating a grasp of investment risk assessment.
- Presented a full equity research report on American Airlines to a panel of industry judges.

**Texas Real Estate**

**Jan 2025 – Present**

- Completed 180-hour real estate certification in RE finance, promulgated contracts, and RE contracts.
- Helped clients obtain investment properties gaining 20% equity.
- Attended property inspections, drafted repair addendums, and negotiated seller concessions.
- Evaluated investment property deals by analyzing cap rates, cash-on-cash return, and projected appreciation to advise clients on acquisition decisions.

## ORGANIZATION EXPERIENCE

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**Shree Swaminarayan Gurukul Dallas**

**January 2025 – Present**

*Event Coordinator*

- Planned and organized community cultural and educational events.
- Managed logistics for events drawing over 500 attendees, coordinating schedules, vendor requirements, and team assignments to ensure all cultural events concluded successfully and on budget.
- Served as the primary liaison between community members, organizational leadership, and volunteer teams, ensuring clear communication and alignment of expectations for all events.

## ADDITIONAL INFORMATION

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- **Computer Skills:** Microsoft Word, Excel, and Powerpoint, Tableau
- **Languages:** English (Native), Gujarati (Fluent), Hindi (Fluent)
- **Interests:** Real Estate, Pickleball, Music, Food, Traveling, Watches, Cars, Football, Volunteering.

## Aditya Praveen

Frisco, TX | (214)-494-9713 | [axp220259@utdallas.edu](mailto:axp220259@utdallas.edu) | [linkedin.com/in/adityapraveen080](https://www.linkedin.com/in/adityapraveen080) | U.S. Citizen

### EDUCATION

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The University of Texas at Dallas

Richardson, TX

Bachelor of Science: Finance

Expected Graduation: May 2027

Relevant Coursework: Financial Modeling & Valuation, Managerial & Financial Accounting, Microeconomics, International Financial Management, AI In Business, Regulation of Business & Financial Markets, Real Estate Principles

Extracurriculars & Clubs: Financial Leadership Association, Sports Analytics Club (Treasurer), Real Estate Club & UTD Dean's Cup

### PROFESSIONAL EXPERIENCE

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Target

Prosper, TX

General Merchandise Expert

September 2023 - May 2024

- Supported the launch of a new Prosper Target store in a fast paced dynamic setting by assisting with pre-opening setup, including shipment unloading, fixture assembly, and departmental merchandising
- Maintained sales floor excellence by maintaining a 93% customer satisfaction score, zoning shelves, addressing spills/safety hazards, and ensuring accurate pricing/signage
- Managed inventory receiving, sorting, and stocking processes, including daily restocking, cycle counts, and scanning to minimize out-of-stock scenarios, improving inventory accuracy by 14%
- Stocked shelves, built displays, and executed visual merchandising standards to ensure a guest-ready sales floor prior to grand opening
- Ensured 98% annual store compliance with safety protocols to meet Target's consumer & asset protection standards

Dallas Formula Racing - Formula SAE

Richardson, TX

Director of Business Development

December 2023 - Present

- Generated & allocated over \$250k in capital and components by managing 40+ sponsor accounts, building a partnership pipeline, and negotiating multi-stakeholder agreements including testing site and facility access at Eagle's Canyon Raceway
- Secured \$30k+ in interdisciplinary funding by co-authoring and delivering proposals to CS, ECE, JSOM, and Bass departments
- Placed 18th in FSAE Michigan (EV) 2025 & 21st in FSAE Michigan (IC) 2024 Business Competitions by designing case components on vehicle optimization, fuel compliance, and supply chain modeling
- Advanced as a 2025 IC Business Competition Semi-finalist by preparing a [live presentation](#) & [RFP](#), focusing on proposed production costs, implementation strategy, and timeline rationale, presented to the CAR Board of Directors
- Led a 15-member cross-functional team to deliver competition strategy, financial modeling, and operational planning initiatives, improving FSAE project execution timelines

UTD Pickleball Club

Richardson, TX

Treasurer & Site Coordinator

August 2024 - Present

- Expanded weekly Open Play meetings by increasing player turnout by 50% (from 20 to 30 members); implemented membership dues and optimized court/equipment logistics
- Raised \$600 for Children's Health through a co-hosted UTD Pickleball x FSA tournament; managed logistics across Beginner and Intermediate brackets
- Secured funding for UTD Pickleball Traveling Competition Team; Obtained a partnership with PPA Pro (UTD Alumnus) for a mixer event; enhanced member benefits by negotiating PPA Tour (Dallas) ticket access for club members
- Implemented Excel Dashboards for club finances & event attendance, increasing budget and planning efficiency by 43%
- Raised \$300 in club funds by spearheading the Spring '25 bake sale initiative, attracting new members and increasing engagement

### PROJECTS

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Equity Research Analysis Report – General Mills (GIS)

- Produced a comprehensive equity research report including valuation modeling, DCF analysis, and competitive industry research, culminating in a structured investment recommendation supported by macroeconomic and sector-level analysis
- Modeled General Mills revenue growth, operating margins, free cash flow, cost of capital, and terminal value to support a BUY recommendation with an estimated 16% upside
- Conducted in depth industry and competitive analysis across cloud computing, artificial intelligence, and enterprise software to evaluate long term earnings drivers and risk factors

### ADDITIONAL

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**Technical Skills:** Financial Modeling (DCF, LBO, M&A), Excel, PowerPoint, Financial Statement Analysis, Real Estate Market & Housing Policy Analysis, Urban Development Research, Outreach Strategy

**Certifications & Training:** Cognizant Leadership Summit, JP Morgan Chase Virtual Experience, Oliver Wyman Financial Services Job Simulation

# Chanunporn Jan Tippayasoontorn

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## EDUCATION

### **The University of Texas at Dallas**

Bachelor of Science, Finance, Financial Management concentration

May 2027

GPA 3.89

## SKILLS

Microsoft 365 (PowerPoint, Excel, Word, Outlook), Canva, Tableau, and Guest Service.

## RELEVANT ACADEMIC EXPERIENCE

### **Financial Modeling & Valuation Course**

January 2026 – Present

- Derived relative equity value utilizing public comps, precedent transactions, and a 5-year DCF.
- Synthesized a Leveraged Buyout model to evaluate IRR and cash-on-cash multiples under various scenarios.
- Evaluated M&A impact through accretion/dilution merger models to determine pro-forma EPS variance.

### **Vista Equity Partners Demystifying Private Equity – Job Simulation, Forage**

January 2026

- Interpreted and audited key financial data, from 20+ pages of SEC filings to analyze business performance.
- Built a detailed income statement from 100+ rows of raw data to streamline sensitivity analysis and valuation.
- Produced an investment memo outlining growth, profitability, and strategy for immediate team review.

## ORGANIZATION & DEVELOPMENT

### **Event Coordinator – Circle K International, The University of Texas at Dallas**

September 2025 – Present

- Coordinated a fundraising event, a thrift store pop-up sale that generated \$1200 in donations.
- Planned a toy craft event for a local animal shelter, fulfilling over 30 handcrafted pet toys.

### **Public Relations – Pickleball Club, The University of Texas at Dallas**

August 2024 – Present

- Acted as the primary point of contact for external partnerships, joint social events, and charity tournaments.
- Managed the organization's digital identity, designing content to promote weekly openplay, increasing active club membership by 15% in one semester.

### **Member – Weitzman Institute for Real Estate, The University of Texas at Dallas**

September 2023 – Present

- Expanded industry and market knowledge by actively participating in 5+ club-organized events per semester.
- Engaged in property tours and site visits, gaining real-world insight into management and market dynamics.

### **Volunteer – North Texas Food Bank, Plano, TX**

June 2023 – Present

- Accurately distributed and packaged an average of 30,000 pounds of food per shift, exceeding daily targets.
- Streamlined the sorting process for dried food times, increasing the packing rate to 10 bags per minute.

## PROFESSIONAL EXPERIENCE

### **Togo Attendant – True Food Kitchen, Dallas, TX**

April 2024 – November 2025

- Maintained a 99% order accuracy rate while managing a high-frequency transaction of 50+ orders per shift.
- Optimized logistics for high-volume orders, reducing wait times by 25% through improved packaging systems.
- Trained new team members on operational procedures, standardizing service protocols across the team.

### **Server – Taste of Thai Plano, Plano, TX**

February 2022 – March 2023

- Increased operational capacity by 30% by refining table turnover procedures and meal preparation tracking.
- Generated a 25% increase in average sales through strategic upselling and deep product knowledge.
- Managed high-pressure time constraints to ensure 99% order fulfillment accuracy, balancing inventory management with real-time customer needs.

## ADDITIONAL INFORMATION

**Languages:** Proficient in English and familiar with Thai

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

# Abdullah Uzer

Allen, TX, 75013 | (972) 370-7111 | uzerabdullah27@gmail.com | <https://www.linkedin.com/in/abdullah-uzer-0170a3336/>

## EDUCATION

**Bachelor of Science in Computer Science | Minor in Finance Real Estate Concentration**

**Spring 2028**

*The University of Texas at Dallas, Richardson, TX*

**Relevant Coursework:** Financial Accounting, Probability & Statistics, Real Estate Finance

## EXPERIENCE

**Dallas County of Health and Human Services, Dallas TX**

June 2025 – August 2025

*Finance & Budget Intern*

- Reviewed federal and state grant contracts, identifying key funding terms and compliance requirements
- Assisted with grant budget setup and prepared budget appropriation templates using the chart of accounts
- Tracked and organized program invoices and budget data using Excel, reporting to my supervisor daily maintaining accurate records and confidentiality in all tasks.
- Analyzed multi-year budgets to identify spending trends and allocation priorities, applying continuous improvement by refining my approach to financial analysis
- Collaborated with the Finance and Budget team on reporting initiatives and presented a performance analysis to the Deputy Director and leadership, earning formal recognition for outstanding contribution.

**Univa Trade LLC, Addison TX**

June 2024 – May 2025

*Financial Assistant*

- Analyzed trends in sales revenue and expenses for an e-commerce business to identify potential areas of improvement and cost savings opportunities, increasing sales by 30% the first month.
- Assisted in the development of annual budgets and long-term business plans.
- Created and managed online advertising campaigns with Google Ads, Facebook Ads, LinkedIn Ads.
- Improved online visibility through search engine optimization (SEO) and performance data tracking.

## EXTRACURRICULAR ACTIVITIES

**AIAA – Comet Rocketry, UT Dallas – *Business Specialist***

- Drafted and submitted grant applications for our nonprofit to local tech and engineering companies to fund annual competitions.
- Partnered with engineering and operations leads to align financial requests with project milestones.
- Managed sponsor outreach, proposal writing, and fund tracking using Excel to ensure accountability.

**Real Estate Club, UT Dallas – Member**

- Participate in club events and professional development sessions focused on commercial real estate, development, and industry networking.
- Completed the Herbert D. Weitzman Institute for Real Estate “From Blueprint to Building: The Journey of JSOM III” certificate program covering the development process from planning and financing to construction and delivery.

## CERTIFICATIONS & PROGRAMS

**Morgan Stanley Early Insights Program**

October 2025

- Selected to participate in an immersive exploration of Morgan Stanley’s business divisions, focusing on finance, risk, and operations.
- Gained exposure to financial modeling, firm strategy, and professional development sessions led by senior analysts and associates.

**McKinsey Forward Program**

October 2025

- Completed McKinsey’s structured curriculum on problem solving, communication, and analytical thinking.
- Applied frameworks to real-world business challenges to develop leadership.

## SKILLS & INTERESTS

**Technical Skills:** Excel, Financial Modeling, Data Analysis, Java, C++, HTML, SEO, Microsoft Office

**Soft Skills:** Analytical Thinking, Collaboration, Communication, Leadership, Adaptability

**Languages:** English (fluent), Turkish (fluent), Spanish (intermediate)

**Interests:** Pottery, UT Dallas IM soccer, following sports analytics

# REYAN VISHWAKARMA

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## EDUCATION

The University of Texas at Dallas - *Bachelor of Science in Finance and Economics*

May 2028

- Davidson Management Honors Program (DMHP), Academic Excellence Scholarship Recipient

## EXPERIENCE

**Project Destined** - *Real Estate Private Equity Intern*

April 2026 - Present

- Selected for a real estate private equity internship focused on investment analysis, financial modeling, and commercial real estate
- Will underwrite commercial real estate deals, analyzing return metrics, cash flows, risk, and capital structure across investments
- Will develop investment memos and present recommendations, evaluating deal feasibility, market conditions, and strategy

**Nitara's Kitchen** - *Co-Founder*

August 2022 - Present

- Managed 40+ monthly client orders, maintaining 95%+ customer retention through personalized service and consistent delivery
- Increased profitability by 40% through pricing optimization, expense tracking, and implementation of cost-control initiatives
- Drove 35% customer growth through targeted marketing campaigns, local outreach efforts, and customer acquisition strategies

**Rey Acquisitions** - *Founder*

June 2025 - December 2025

- Sourced and analyzed 100+ residential properties across North Texas, closing 8 deals with projected \$3K-\$6K profit per deal
- Built a direct-to-seller pipeline from 450+ FSBO Zillow leads and executed 400+ outreach attempts, generating qualified deals
- Evaluated deals using repair estimates and return metrics to maximize ROI, negotiating contracts through closing processes

**AccuraPledge** - *Co-Founder*

March 2025 - July 2025

- Engineered AI workflows for scheduling, billing, and document handling, reducing admin tasks by 30% across 3 practices
- Audited operations and implemented Zapier, Make, and OpenAI APIs, streamlining processes over 2 client-months of testing
- Secured and onboarded 3 practices (2 Dentists, 1 Dermatologist) through targeted outreach and personalized workflow design

**Maran Luxury** - *Business Development Intern*

April 2024 - June 2024

- Onboarded 4 Indian suppliers, securing a catalog of 60+ luxury furniture pieces for a U.S.-based startup
- Developed efficient communication systems, reducing supplier response times by 50% (24 to 12 hours), improving workflow
- Organized and maintained purchase, inventory, pricing, and sales data in spreadsheets to support trend analysis and accurate record-keeping

## PROJECTS

**NVIDIA vs AMD Equity Research Analysis**

March 2026 - Present

- Conducting equity research to evaluate whether NVIDIA's valuation premium over AMD is justified in AI markets
- Built financial models (FY2021-FY2025) from 10-K data to analyze revenue growth, margins, and segment performance
- Performed valuation analysis using EV/Revenue and EV/EBITDA to assess relative pricing and market expectations

## ACTIVITIES

**CLDS x Cognizant Consulting Case Competition** - *1st Place Team Member*

October 2025 - November 2025

- Won 1st place out of 70+ teams after advancing to the Top 5 finals, outperforming solutions in feasibility and implementation
- Designed a global rollout strategy for Eden, a gene-editing technology, ensuring ethical, internationally regulated adoption
- Presented the final proposal to Cognizant and CLDS judges, earning top evaluation scores for clarity and execution

**Sigma Alpha Epsilon (SAE)** - *Marketing Executive*

February 2026 - Present

- Managed Instagram content strategy and posting, increasing engagement by ~25% through consistent and targeted content
- Designed 25+ merchandise and apparel concepts, driving member adoption and strengthening brand consistency across events

**Financial Foundations Club** - *Founder & Co-President*

January 2023 - March 2025

- Organized and led 3+ hands-on workshops teaching financial literacy to 50+ students aged 9-14, introducing broad concepts
- Increased membership by 35% through targeted social media outreach and consistent word-of-mouth engagement efforts
- Developed a curriculum on budgeting frameworks, compound growth, and needs-vs-wants analysis to build financial skills

**Underground Discourse** - *Co-Host, Marketing Executive, & Editor*

March 2023 - January 2025

- Co-hosted and edited episodes with guests of 50K+ followers, driving a 40% engagement increase and audience growth
- Developed and executed Instagram and Discord campaigns, increasing reach by 25% and strengthening retention and presence
- Managed content strategy and audience interaction, strengthening relationships with influencers and listeners and fostering long-term brand loyalty

## ADDITIONAL

- Certifications: Bloomberg Finance Fundamentals, Excel Basics for Data Analysis
- Honors: Academic Excellence Scholarship (2025), AP Capstone Award (2025), AP Scholar Award (2024)
- Language Fluency: English (Native), Hindi (Native), Urdu (Advanced), Punjabi (Conversational)
- Technical Skills: Microsoft Office (Excel, Word, PowerPoint), Financial Modeling, Financial Analysis, Valuation (EV/EBITDA, EV/Revenue, Google Sheets, Zapier, Make, OpenAI API)
- Work Eligibility: Eligible to work in the U.S. with no restrictions

# Phuong Vu

Dallas, Texas | 469.422.1418 | phuong.vu.lily@gmail.com | linkedin.com/in/imphuongvu

## EDUCATION

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

Expected December 2026

Master of Science, Finance, Real Estate Concentration GPA: 3.7

Bachelor of Science, Marketing, Sales Concentration

December 2021

## SKILLS

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**Tools:** Excel (financial modeling, pro forma), ARGUS, Salesforce, Outreach, LeadIQ, Crystal Knows, Microsoft Dynamics 365

**Competencies:** Program & project management, research due diligent, GTM execution, process optimization, merchant & client partnerships, content commerce, cross-functional collaboration, stakeholder management

## PROFESSIONAL EXPERIENCE

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### Project Destined – Real Estate Private Equity Intern

Dallas, TX

Real Estate Private Equity Intern

Feb 2026 – Present

- Participating in a 5-week REPE training program, underwriting three multifamily deals in team and individual settings, culminating in a private equity investment competition.
- Completed Project Destined’s CRE Fundamentals Program (Level 1: Market & Property Analysis); analyzed Offering Memoranda, reviewed NOI sensitivity, identified unrealistic pro forma assumptions, and applied skeptical underwriting principles.

### Vu Realty LLC

Dallas, TX

Property Management

Jan 2025 – Present

- Manage a portfolio of 5 residential properties across DFW; oversee tenant rotations, maintenance, and daily operations, sustaining 90%+ occupancy and monitoring income/expense performance.
- Prepare property-level operating reports, tracking revenue, maintenance costs, and NOI trends to support portfolio management decisions.
- Serve as primary contact for tenants, realtors, and contractors, resolving 95%+ of service requests within 48 hours and ensuring full lease compliance.

### Tata Consultancy Services

Dallas, TX

Associate Business Development Lead

Mar 2024 – Jun 2025

- Led business development for 10+ mid-market organizations; conducted market research and strategic outreach to C-suite executives, expanding the client pipeline.
- Maintained 100% CRM compliance, tracking contacts and pipeline progress while collaborating on cross-industry outreach campaigns resulting in 100+ monthly outbound activities.

Market Development Specialist

Jun 2022 – Mar 2024

- Built relationships with 25+ key decision-makers in Healthcare & Life Sciences, generating pipeline opportunities averaging \$1M+ and fostering long-term partnerships.
- Designed multi-touch outreach sequences engaging 4,000+ prospects; analyzed 50+ CRM campaigns, securing 125+ qualified responses and optimizing business development strategy.

### GP Marketing Media

Dallas, TX

Co-Founder

Jun 2024 – December 2025

- Founded and operate a content and branding agency for restaurants and food brands across DFW, generating revenue and expanding clients’ digital presence.
- Managed content for Ngon Vietnamese Restaurant (Michelin-awarded), producing 100+ pieces, growing 1,000+ followers, and averaging 120,000 monthly views.

## ORGANIZATIONS

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Real Estate Club, Member – UT Dallas

Aug 2025 – Present

Graduate Finance Management Council, Member – UT Dallas

Aug 2025 – Present

## ADDITIONAL INFORMATION

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**Languages:** Vietnamese | **Eligibility:** U.S. Citizen – eligible to work in the U.S. for internships and full-time with no restrictions

# Gaoge Yang

Melissa, TX | 213.234.8858 | Gaoge.Yang@UTDallas.edu | <https://www.linkedin.com/in/gaogeyang/>

## EDUCATION

### The University of Texas at Dallas

May. 2027

*Master of Science, Marketing*

Coursework:

Marketing Management, Market Entry Strategies, Interactive & Digital Marketing, Introduction to Real Estate

### University of Southern California, Los Angeles

May. 2021

*Master's Degree, Architecture*

**GPA 3.61**

### Shenzhen University, Shenzhen, China

Jun. 2018

*Bachelor's Degree, Architecture*

## SKILLS

**Certifications: Stukent Digital Marketing Simternship, Leadership in Energy and Environmental Design Accredited Professional in Building Design & Construction (LEED AP BD+C), Leadership in Energy and Environmental Design Green Associate (LEED GA)**

**Tools: Website Development, Adobe Suite, MS Office Suite, Architectural Pieces of software**

**Others: Team Collaboration, Time Management, Cross-group Communication**

## PROFESSIONAL EXPERIENCE

### KITDORITY BUSINESS AND TRADE LLC, Dallas-Fort Worth Metroplex, Texas

Jan. 2025 - Present

*Digital Marketing Specialist*

- Provide full-cycle e-commerce operational services for multiple overseas companies, managing multi-channel seller accounts across Temu and Amazon platforms to drive global sales growth
- Achieved 45% sales increase by optimizing e-commerce performance, including ranking Top 2 on Temu and 54th in category on Amazon US
- Analyze market data, plan promotional activities, and predict sales trends growth for 15%
- Direct overseas production and development teams to achieve 67% of launch targets while improving communication efficiency by 20%
- Provide quick responses to inquiries from North American customers, achieving a customer satisfaction rating of 4.8 out of 5

### Target (Northgate Store), Seattle, Washington

Nov. 2023 - Jun. 2024

*Marketing Staff, Fulltime, Marketing Department*

- Provided multiple services to customers such as helping them find items in cold/dry grocery shelves and unlocking wine racks for them

### Perkins&Will, Seattle, Washington

Jul. 2022 - Aug. 2023

*Designer I, Full-time, Architectural Design Team & Marketing Team*

- Designed a marketing booklet for a 10-story commercial office in Anchorage, Alaska
- Printed and compiled 50% DD drawing set with consultant files under the direction of senior designers

## ADDITIONAL INFORMATION

*Languages: Chinese (Mandarin), English*

*Eligibility:*

- US Permanent Resident, Eligible in the US for internships & full-time – no restrictions



# Career Management Center

**#hire JSOM**

**For more information about the  
Herbert D. Weitzman Institute for 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**

**972.883.4721**



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# SPRING 2026



# Spring 2026 Welcome Back Event February 4, 2026



UTD Hebert D. Weitzman Institute for Real Estate's (HDWIRE) Real Estate Club (REC) hosted its Welcome Back Event, led by President Aura Mosquera and Vice President of Communications Sophie Umbarger. Serving as the official kickoff to the 2026 spring semester, the event brought together new and returning members to reconnect, meet the executive board, and learn about the club's goals and upcoming programming.

During the program, officers introduced the club's mission and outlined key initiatives for the semester, providing students with a clear understanding of how to get involved and make the most of the opportunities available. Attendees were welcomed into a supportive community centered on professional development, networking, and learning across both commercial and residential real estate sectors. The event also highlighted the breadth of experiences offered through the club—including industry speaker panels, mentorship opportunities, competitions, and hands-on exposure to real estate concepts and careers.

The Welcome Back Event set a strong foundation for the semester ahead, energized membership, and reinforced the club's commitment to helping students build real connections and real knowledge in the field of real estate.

## **Student Benefits**

- Orientation to club resources and semester opportunities, helping students engage early and effectively.
- Exposure to multiple career pathways across commercial and residential real estate.
- Access to a supportive professional community that encourages networking and peer-to-peer learning.
- Understanding of involvement pathways, including leadership roles, mentorship, competitions, and industry engagement.
- Enhanced sense of belonging, motivating students to stay active throughout the semester.



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# Welcome Back Event Happy Hour February 4, 2026

Following the Welcome Back Event, the HDWIRE Real Estate Club hosted a Happy Hour at Northside Drafthouse to continue the momentum with meaningful conversation and professional networking. The gathering brought together twenty-eight members in a relaxed, welcoming environment that encouraged students to connect beyond the classroom and begin forming long-term relationships within the program.

The evening was coordinated by REC board members David Salazar, Vice President of Outreach, with support from Ali Azim, Industry Relations Officer, who co-hosted the event. Their leadership helped create an inclusive atmosphere where members could engage directly with club officers, learn more about current initiatives, and gain insight into upcoming opportunities in the real estate industry.



This event provided several key benefits to students:

- Strengthened peer and professional connections, helping new and returning members build a strong sense of community.
- Expanded networking opportunities, allowing students to interact informally with club leaders and begin cultivating industry-relevant relationships.
- Increased awareness of club programs and resources, supporting students' academic and career interests within the real estate field.
- Enhanced sense of belonging, especially for new students attending their first club activity.

Overall, the Happy Hour helped set a positive tone for the semester by fostering connection, engagement, and early professional development for Real Estate Club members.



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# From Blueprint to Building: The Journey of JSOM III

## February 4, 2026

The UT Dallas HDWIRE Real Estate Club kicked off the second offering of the educational certificate series by Project Control, *From Blueprint to Building: The Journey of JSOM III*. This session was the Introduction to the Design & Construction Process. The session provided students with an overview of how a development project progresses from concept through completion, using JSOM III as a case study.

Students were introduced to the key phases of design and construction, as well as the roles of architects, engineers, contractors, and clients. Interactive activities and case discussions emphasized collaboration, communication, and real-world application. The session reinforced core concepts in the design and construction process and supported continued learning throughout the series.



(left to right) Lecia Mavros, Senior Project Manager, Project Control, Brenda Smith, Senior Project Manager, Project Control, Liz Harvey, Director of Client Development, and Julie Lynch, Director of the Herbert D. Weitzman Institute of Real Estate

### **Benefits to Students**

- Gained foundational knowledge of the design and construction lifecycle
- Improved understanding of cross-functional roles and collaboration
- Applied concepts through interactive, real-world activities
- Strengthened communication and teamwork skills
- Enhanced preparation for careers in real estate, development, and construction



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# Marcus & Millichap Panel

## February 5, 2026



The UT Dallas HDWIRE Real Estate Club hosted its first professional event of the spring semester: the Marcus & Millichap Panel, organized by REC board members Kiera Cruz and cohosted by Sachin Thakur. The session featured three Marcus & Millichap professionals who shared insights from their early careers in commercial real estate: Mark Coy, Senior Managing Director, Chris Pearson, Executive Managing Director, and Nick Fluellen, Multifamily Broker.

The panelists discussed lessons learned throughout their career journeys, including common early-career mistakes, skills they wish they had developed sooner, and the importance of persistence in a highly competitive industry. They also provided an inside look into the structure and workflow of a brokerage team, giving students a clearer understanding of collaboration, deal flow, and day-to-day responsibilities within the firm.

With thirty students in attendance, the event delivered significant educational value. Students gained:

- Practical career guidance directly from industry professionals.
- Real-world exposure to brokerage operations and professional expectations.
- Clearer insight into potential career paths within commercial real estate.
- Opportunities to engage with practitioners, ask questions, and build early connections.

Overall, the panel strengthened students' industry awareness and supported their professional development as they prepare for internships and full-time roles in real estate.



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# Brand Partners Lunch and Learn

## February 9, 2026

The HDWIRE Real Estate Club at UT Dallas hosted an exclusive Lunch & Learn featuring Brand Partners, a leading commercial real estate firm headquartered in Dallas. The session included presentations from Jeff Brand, Founder of Brand Partners, and Taylor Hurd, who led an engaging discussion on the firm's investment philosophy and approach to commercial real estate acquisitions.



*Under the UTD HDWIRE sign (left to right) Jeff Brand, Founder of Brand Partners, and Taylor Hurd, Acquisition Associate engage with Real Estate Club members*

During the event, students heard directly from an acquisitions associate who provided firsthand insight into navigating the complexities of acquisitions, underwriting, and deal execution. The presentation included a step-by-step walkthrough of a recent acquisition, demonstrating the firm's decision-making process and the strategies behind its success in the Dallas market.

Approximately fifteen students attended the session, creating an interactive and conversational environment. The event concluded with an open Q&A, giving students the opportunity to ask questions, build connections with industry professionals, and gain practical career guidance.

### **Student Benefits**

- **Exposure to real-world deal analysis:** Students observed an actual acquisition breakdown, strengthening their understanding of underwriting and investment evaluation.
- **Direct interaction with industry professionals:** The Q&A provided meaningful dialogue with company leadership and an acquisitions practitioner.
- **Career exploration:** Students learned about pathways into acquisitions roles and the skills firms actively seek.
- **Networking opportunities:** The smaller group setting allowed students to form personal connections with the speakers, supporting future internship and job exploration.
- **Applied learning:** Concepts taught in real estate coursework were reinforced through practical examples from an active investment firm.



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# Westmount Realty Capital February 11, 2025

The HDWIRE Real Estate Club hosted a fully attended session with Westmount Realty Capital, welcoming thirty-nine students for an evening focused on institutional real estate investing and applied financial modeling. The event featured Sam Abitzen, Senior Analyst at Westmount and a UT Dallas REAL (Real Estate Alumni Leader), who presented an overview of the firm's investment platform and strategy. Drawing on his progression from intern to Senior Analyst, Sam shared insights on career development within the industry. REC Board member Andrew Nguyen supported the presentation and helped plan the event along with Gaby Montano.

His presentation covered asset management fundamentals, including portfolio oversight and the connection between different stages of the investment lifecycle, helping students understand how academic coursework translates to professional roles. The session concluded with a live Excel-based financial modeling walkthrough, where students followed along as real-world data was analyzed. Student engagement increased toward the end of the event, with many staying afterward to ask questions, network with the speaker, and learn more about opportunities in real estate finance and the concentration.



## **Student Benefits**

- Exposure to institutional investing principles and real-world asset management practices.
- Applied hands-on learning through a live financial modeling walkthrough using actual data.
- Career clarity and professional insight from Sam's personal industry experience.
- Enhanced analytical skills relevant to internships and early-career roles.
- Opportunities for direct engagement with industry professionals and deeper discussion on finance-focused pathways.



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# Spring 2026 BOMA – Lincoln Property Tour

## February 18, 2026

HDWIRE and REC board members Sophie Umbarger, Vice-President of Communications, and Franklin Avera, Recruitment Officer hosted an immersive property tour in partnership with Lincoln Property Company and BOMA at The Star in Frisco, Texas. Industry leaders guiding the tour included Josh Palmer, Property Manager, Lincoln Property Company, Krisha Aswani, Assistant Property Manager, Lincoln Property Company, and UTD REAL Alumni, Regina McClendon, Vice President, BOMA Texas and RPA® designee, Sarah Adams, Senior Property Manager, Lincoln Property Company; President, BOMA Dallas; and UTD REAL Alumni, and Mandi Wester, Portfolio Manager, The Star.



This experience provided students with firsthand exposure to the operational, leasing, and investment components of commercial real estate. Participants explored how the asset is positioned within today's market and engaged directly with professionals who discussed real-world challenges in property management, lease structuring, and pre-leasing during development.

In addition to technical insights, the event fostered meaningful networking opportunities. Students had the chance to ask targeted questions about career paths in development, brokerage, asset management, and project management—helping them better understand how academic concepts translate into industry practice.

A highlight of the tour included exclusive behind-the-scenes access to the Dallas Cowboys world headquarters and the Ford Center. Students gained an inside look at what it takes to develop, operate, and manage a world-class facility, including development zones, media operations, and strategic planning areas.

We are grateful to the professionals who generously shared their time and expertise. Experiences like this strengthen the connection between classroom learning and practical application in commercial real estate, enhancing student readiness for the industry.



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# From Blueprint to Building: The Journey of JSOM III (Session II)

## February 18, 2026

The UT Dallas HDWIRE Real Estate Club continued its educational series certificate series by Project Control, *From Blueprint to Building: The Journey of JSOM III*, with Session II: “Introduction to Design & Construction Process,” led by Brenda Smith, Senior Project Manager. The session guided students through the conceptual design and planning phases of JSOM III.

### **Benefits to Students**

- Applied Learning: Students explored how planning, programming, and conceptual design interconnect, gaining insight into the early stages of project development.

### **Understanding Key Phases**

- Planning Phase – Establishing project goals, scope, and constraints while assessing site conditions and growth needs.
- Programming Phase – Translating goals into functional requirements such as space layouts, circulation, environmental and code constraints, and sustainability objectives.
- Conceptual Design Phase – Turning data into design ideas, focusing on site integration, form and massing, circulation, and sustainable strategies.
- Skill Development: Interactive activities, case studies, and visualization techniques allowed students to map project phases and apply concepts to real-world scenarios, reinforcing collaboration, communication, and stakeholder engagement.
- Career Readiness: By working through the design process, students built a foundation for navigating complex projects, preparing them for internships and professional roles in real estate development and project management.



This session provided students with a foundational understanding of the design process—from setting the vision to conceptualizing tangible ideas. By combining technical instruction with hands-on engagement, the workshop advanced student knowledge, strengthened teamwork skills, and laid the groundwork for deeper exploration in future sessions of the series.



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# Real Estate Finance Panel | Goldman Sachs

## February 25, 2026

The UT Dallas HDWIRE Real Estate Club hosted a Goldman Sachs industry panel that drew more than seventy students and featured senior leaders discussing current trends in credit, asset management, and real estate investing. Panelists included James Walsh, Managing Director of Real Estate Investing; Steve Sullivan, Vice President of Asset and Credit Management; and Salman Jasim, Associate of Structured Credit and Asset Finance.

The discussion was moderated by REC board members Aura Mosquera, President and Ali Azim, Industry Relations Officer. Panelists shared insights into Goldman Sachs' credit and equity strategies, how the firm is responding to structural shifts in the economy, and the evolving outlook for the real estate industry.

The event concluded with a Q&A session, providing students with direct access to seasoned professionals for industry perspective and career guidance.



### **Student Benefits**

- Exposure to high-level industry expertise from senior Goldman Sachs professionals.
- Real-time insight into market trends, including credit strategies, equity approaches, and economic shifts influencing real estate.
- Career development opportunities through open Q&A and direct interaction with panelists.
- Enhanced understanding of functional roles within real estate investing, asset management, and structured credit.
- Strengthened professional networking with peers, alumni, and industry leaders.



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# Goldman Sachs Happy Hour

## February 25, 2026

Following the Goldman Sachs Panel Event, the HDWIRE Real Estate Club at UT Dallas hosted a Goldman Sachs Happy Hour at Northside Drafthouse, hosted by REC board members Franklin Avera and Gabriela Montano. The event brought together forty-two participants, including Real Estate Club members, students from the Professional Program in Finance (PPF), and members of additional JSOM student organizations and business fraternities.

Designed as a student-centered extension of the panel, the happy hour provided an informal setting where attendees could continue discussions sparked during the Goldman Sachs session. The relaxed environment encouraged organic conversation, cross-organization interaction, and collaboration among students interested in finance, real estate, and business.

Throughout the event, students actively exchanged experiences, discussed career pathways, and shared professional goals, contributing to a high level of engagement and peer connection.

### **Benefits to Students**

- Enhanced peer networking: Students met peers from multiple JSOM organizations, broadening their professional circles.
- Reinforced learning from the panel: The happy hour allowed students to reflect on insights from Goldman Sachs representatives and deepen their understanding through peer discussion.
- Cross-disciplinary engagement: Bringing together finance, real estate, and business students supported interdisciplinary collaboration and exposure to diverse career interests.
- Stronger sense of community: The informal setting helped build student confidence and fostered a more cohesive JSOM network.

Overall, the happy hour successfully extended the value of the earlier speaker session by creating a meaningful space for students to connect, collaborate, and strengthen their professional community.



# From Blueprint to Building: The Journey of JSOM III (Session III)

## February 25, 2026

The UT Dallas HDWIRE Real Estate Club continued its Project Management certificate educational series, *From Blueprint to Building: The Journey of JSOM III*, with Session III: “Design Development and Detailing,” led by Lecia Mavros, Senior Project Manager. The session guided students through the design development stage, where schematic concepts evolve into detailed, actionable plans that prepare a project for construction.

### Benefits to Students

- **Applied Knowledge:** Students examined how architectural design, functional zoning, and interior strategies progress from broad concepts into precise layouts and specifications, strengthening their ability to connect theory with practice.
- **Technical Competence:** Key insights included sustainability and compliance standards such as LEED and WELL, energy modeling, accessibility codes, and site planning strategies—equipping students with knowledge of industry benchmarks and best practices.
- **Efficiency and Innovation:** The introduction of value engineering helped students understand how projects can reduce costs and improve efficiency without sacrificing quality, a skill critical for future project managers and developers.
- **Practical Engagement:** Case-based discussions, visualization techniques, and knowledge assessments gave participants hands-on experience in analyzing how stakeholder feedback, regulatory requirements, and cost reconciliation shape project outcomes.
- **Career Readiness:** By exploring planning milestones from 50% to 100% design development, students gained a comprehensive understanding of how technical precision, collaboration, and innovation set the stage for construction documentation and execution in real-world projects.



This session provided students with a well-rounded perspective on design development, reinforcing the importance of sustainability, collaboration, and technical accuracy in shaping successful projects. By combining professional expertise with interactive learning, the Real Estate Club continues to prepare members with the skills and insights needed to excel in the real estate and construction industries.



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# Prologis Panel Event

## March 2, 2026

The HDWIRE Real Estate Club at the UT Dallas Herbert D. Weitzman Institute for Real Estate hosted Prologis, the global leader in logistics real estate, for an in-depth discussion on the industrial asset class led by REC board members David Salazar, Vice President of Outreach, and Ali Azim, Industry Relations Officer. The event featured Prologis executives Heath Johnson and Art Barkley, who provided students with insight into capital deployment across acquisitions, development, and portfolio management within a global industrial real estate platform.

The panelists discussed market selection, development underwriting, tenant demand trends, and the evaluation of risk-adjusted returns, highlighting Prologis's disciplined investment strategy and long-term value creation approach amid evolving supply chain and e-commerce dynamics. The conversation also addressed the execution behind large-scale logistics development, emphasizing data-driven decision-making, market intelligence, and relationship-building. The event concluded with an engaging Q&A session focused on career pathways into institutional real estate, navigating market cycles, and building long-term careers in industrial investment and development.



### **Benefits to Students**

- **Exposure to institutional real estate practices:** Students gained insight into how a global logistics real estate leader allocates capital, underwrites development, and manages risk at scale.
- **Industry-relevant learning:** The event strengthened students' understanding of the industrial asset class and its role in e-commerce and supply chain infrastructure.
- **Career insight and preparation:** Panelists shared practical guidance on career paths, skill requirements, and long-term growth within institutional real estate.
- **Application of academic concepts:** Real-world examples reinforced classroom learning in finance, development, and investment strategy.
- **Professional engagement:** Students had the opportunity to interact directly with senior industry leaders and ask targeted career and market questions.



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# Whiting Turner Construction Panel

## March 9, 2026

Whiting-Turner Construction panelists Jessie Mitchell, Senior Project Manager; Cody Albee, Superintendent; and Brent Schoolfield, Vice President, headlined the event hosted by HDWIRE REC board members Andrew Nguyen, Website Manager, and Ali Azim, Industry Relations Manager. The speakers shared their professional backgrounds and described their paths into the construction industry, offering students a clearer understanding of how roles and responsibilities evolve over the course of a career.

Panelists discussed major projects they have worked on, including work for UT Southwestern, and highlighted the responsibilities and challenges associated with managing large-scale construction projects. They also noted Whiting-Turner's involvement in the JSOM III expansion project at UT Dallas. The event concluded with career advice focused on staying adaptable, continuing to learn, and taking initiative early in one's professional journey.

### Benefits to Students

- **Industry exposure:** Students gained insight into large-scale commercial construction projects and management practices.
- **Career awareness:** The panel clarified construction career paths and day-to-day roles within a major construction firm.
- **Professional guidance:** Panelists shared practical advice on career development and transitioning from college to industry.



(left to right) Jessie Mitchell, Senior Project Manager, Brent Schoolfield, Vice President, and Cody Albee, Superintendent



# REAL (Real Estate Alumni Leaders) Happy Hour March 10, 2026

The Herbert D. Weitzman Institute at The University of Texas at Dallas hosted a Real Estate Alumni Leaders (REAL) Happy Hour, organized and led by REC board member Alumni Chair Victoria Fuenmayor.

The St. Patrick's Day-themed event took place at The Londoner Pub & Restaurant in Addison and encouraged attendees to wear UTD gear to showcase school spirit and proudly represent the university. The informal setting provided an inviting environment for alumni to reconnect while strengthening their ties to the UTD community.

The purpose of the event was to bring together members of the REAL alumni network for an evening of networking, relationship-building, and celebration of UTD pride. Alumni from a wide range of real estate sectors—including brokerage, development, investments, and corporate real estate—participated, offering diverse industry perspectives and experiences.

The happy hour welcomed thirty-five alums who engaged in meaningful conversations, community building, and professional networking while enjoying international food and refreshments. Overall, the event was highly successful and served to further strengthen the connection between UTD alumni and the Herbert D. Weitzman Institute.



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# Stonewall Title Lunch and Learn

## March 11, 2026

HDWIRE REC board members Sophie Umbarger, Vice-President of Communications, and Sachin Thakur, Recruitment Officer hosted a Lunch & Learn featuring Steve Reid (Owner) and Pam Reid (Managing Director) of Stonewall Title Company. Attending students enjoyed lunch while gaining an in-depth, practical understanding of the vital role title companies play in real estate transactions.

The presenters offered a clear overview of how title companies help ensure smooth property transfers and protect all parties involved in a deal. To enhance hands-on learning, Stonewall Title supplied each attendee with folders containing sample transaction materials including contracts and title commitment documents used in actual closing processes. Students followed along as Steve and Pam walked through these documents step-by-step, helping demystify how they are structured and applied in real-world transactions.

Throughout the session, the speakers simplified complex industry terminology and explained how title professionals collaborate with brokers, lenders, and other stakeholders to move deals from contract to closing. The presentation concluded with a discussion of career paths within the title industry and opportunities available for students interested in pursuing this segment of the real estate field.

Overall, the Lunch and Learn gave students valuable exposure to a critical but often behind-the-scenes component of real estate.

### **Benefits to Students**

- Enhanced industry knowledge of the title and closing process, a foundational skill for all real estate career paths.
- Hands-on learning through sample transaction documents, improving understanding of contracts, title commitments, and closing procedures.
- Career exploration with insights into professional roles within the title industry.
- Practical clarification of complex terminology, strengthening students' confidence in navigating real estate transactions.
- Professional interaction with industry leaders, supporting networking and experiential learning.



*(left to right) Sophie Umbarger, REC board member and Vice-President of Marketing, Real Estate Club, Pam Reid, Managing Director at Stonewall Title, Steve Reid, Owner at Stonewall Title, and Sachin Thakur, REC board member and Recruitment Officer for the Real Estate Club at UTD*



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# JPMorgan Chase Panel

## March 24, 2026

The HDWIRE Real Estate Club at the UT Dallas hosted JPMorgan Chase, a global leader in banking, for an exclusive discussion on the firm's role in commercial real estate. Chaired and co-chaired by REC board members Jack Legare, Vice-President of Marketing, and Richard Stanford, Social Media Content Creator, the event provided students with an in-depth overview of JPMorgan Chase's Commercial Real Estate (CRE) banking platform and its position within the broader institutional real estate landscape.

Representing JPMorgan Chase were Brent Houston, Managing Director and Senior Client Executive, and Julia Veri, Real Estate Analyst. The panelists discussed the firm's approach to underwriting and structuring large, complex real estate transactions, portfolio management across multiple asset types, and the evaluation of credit quality and risk-adjusted returns. Students gained insight into how JPMorgan assesses markets, borrowers, and macroeconomic conditions when making lending and investment decisions, as well as how commercial real estate banking supports long-term value creation in changing market environments.

The event concluded with an overview of JPMorgan Chase's summer internship opportunities and an engaging Q&A session focused on career paths in commercial real estate banking. Following the presentation, the panelists stayed to network with students, answer additional questions, and share personal perspectives on building successful careers in institutional real estate finance.

### **Benefits to Students**

- **Exposure to institutional CRE banking:** Students gained insight into how a global financial institution structures, underwrites, and manages commercial real estate transactions.
- **Applied learning:** Real-world examples reinforced academic concepts related to credit analysis, market evaluation, and risk management.
- **Career development:** The discussion clarified career pathways in commercial real estate banking and highlighted internship opportunities at JPMorgan Chase.
- **Professional engagement:** Students had direct access to industry professionals through Q&A and post-event networking.



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# Old Parkland Property Tour

## March 27, 2026

The UT Dallas HDWIRE Real Estate Club recently visited Old Parkland in Dallas for an educational tour led by Senior Real Estate Manager Jason Boyd of Foundry Commercial. Originally developed as Parkland Hospital, the historic property has been transformed into a distinctive office campus through thoughtful historic preservation and adaptive reuse. During the visit, ten club members learned about Old Parkland's redevelopment process, architectural significance, and ongoing property management. The tour provided students with valuable insight into how a historic asset can be successfully repositioned for modern commercial use while maintaining its original character.

### **Benefits to Students**

- **Experiential Learning:** Students gained firsthand exposure to real-world redevelopment projects, reinforcing classroom concepts related to real estate development, adaptive reuse, and property management.
- **Industry Insight:** Interaction with a senior real estate professional offered practical perspectives on project decision-making, asset management, and career pathways in commercial real estate.
- **Understanding Historic Preservation:** The visit highlighted how preservation requirements and architectural heritage can be integrated into financially viable, modern developments.
- **Career Exploration:** The tour helped students better understand potential roles within real estate management, development, and investment sectors.
- **Networking Opportunities:** Students had the opportunity to engage directly with industry leaders, strengthening professional connections and communication skills.



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# LPT Realty Panel

## April 1, 2026

The UT Dallas HDWIRE Real Estate Club hosted a rotational-style networking and educational event in collaboration with The Cannon Team at LPT Realty. The event was led by REC board member and President Aura Mosquera and Recruitment Chair Sachin Thakur. The event welcomed approximately thirty student participants.

The program featured five residential real estate professionals from LPT Realty—Adam Miranda, Emma Hilton, Janie Donnelly, Grace Britt, and Vince Link—representing a range of roles within the industry. Speakers rotated among small groups, allowing for more personalized, interactive discussions and meaningful engagement with students.

Throughout the event, panelists shared insights into their career paths, day-to-day responsibilities, and the challenges of working in residential real estate. Topics included current market conditions, the importance of building and maintaining client relationships, and the discipline required to succeed in a competitive environment. Speakers also reflected on early-career lessons and offered practical advice for students interested in pursuing residential real estate careers.

### **Benefits to Students**

- **Industry exposure:** Students gained firsthand insight into residential real estate careers and market dynamics.
- **Career clarity:** Speakers provided practical guidance on career paths, skill development, and early-career challenges.
- **Interactive learning:** The rotational format encouraged direct engagement and personalized discussion with professionals.
- **Professional development:** Students strengthened networking skills and built connections with industry practitioners.



*(left to right) Moderators Aura Mosquera, President of the Real Estate Club at UTD, and Sachin Thakur, Recruitment Officer. LPT Realty Panelists: Janie Donnelly - VP of Growth & Development, Adam Miranda - Director of Sales, Grace Britt - Agent, Vince Link - Expansion Team Leaders, and Emma Hilton - Transaction Coordinator.*



# From Blueprint to Building: The Journey of JSOM III | Session IV

## April 1, 2026

The UT Dallas HDWIRE and Real Estate Club continued its educational Project Control certificate series, *From Blueprint to Building: The Journey of JSOM III*, with Session IV: “Construction Procurement and Contracting,” led by Lecia Mavros, Senior Project Manager at Project Control. Held from 11:45 AM to 1:15 PM, the session examined the strategies and legal frameworks involved in acquiring materials, services, and partnerships essential to project delivery.

### **Benefits to Students**

- **Applied Industry Knowledge:** Students explored how procurement planning and contract selection directly influence project cost, schedule, and risk management, connecting classroom concepts to real-world project execution.
- **Understanding Procurement Models:** The session introduced Design Bid Build, Design Build, and Construction Management at Risk (CMAR), helping students compare approaches and understand how each impacts collaboration and accountability.
- **Contract Fundamentals:** Key insights into scope, terms, and legal considerations gave students a foundation in construction contracts, while best practices for negotiation and stakeholder coordination highlighted essential professional skills.
- **Practical Engagement:** Case-based discussions allowed participants to analyze scenarios and apply concepts, reinforcing how effective contracting ensures compliance, protects project integrity, and drives successful outcomes.
- **Career Readiness:** By examining procurement and contracting as critical foundations for construction execution, students gained knowledge that prepares them for internships and professional roles in development, project management, and real estate investment.

This session provided students with a comprehensive understanding of procurement and contracting as cornerstones of project delivery, equipping them with technical knowledge and practical skills that strengthen their readiness for careers in real estate and construction. By combining professional expertise with interactive learning, the HDWIRE’s Real Estate Club continues to advance its mission of preparing students for success through hands-on, industry-focused programming.



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# CBRE Dallas Property Tour

## April 2, 2026

The UTD HDWIRE and Real Estate Club hosted a professional tour at the CBRE Dallas office, organized by REC President Aura Mosquera and REC Board member Social Media Chair Keira Cruz. The event provided students with a firsthand look at one of the world's leading commercial real estate firms and its core service lines, including investment sales and finance.

Students toured the office and heard from CBRE professionals Elisha Bejsovec, Alejandro Jimenez (UTD REAL), Dhruv Agarwal, and Grant Fleming, who shared insights into their roles, career paths, and advice for entering the industry. The experience connected classroom learning to real-world practice and offered valuable networking opportunities.



### **Benefits to Students**

- **Career Exposure:** Students gained firsthand insight into career paths within commercial real estate, including investment sales and finance roles.
- **Applied Learning:** The tour helped bridge the gap between academic coursework and real-world industry practices.
- **Professional Networking:** Students connected with CBRE professionals, creating early relationships that may support future internships or employment opportunities.
- **Industry Awareness:** Participants developed a clearer understanding of how large commercial real estate firms operate at scale.
- **Career Preparation:** Advice from recruiters and analysts equipped students with practical guidance for entering the commercial real estate workforce.
- **Professional Confidence:** Exposure to a corporate office environment helped students better envision themselves in professional roles after graduation.



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# From Blueprint to Building: The Journey of JSOM III | Session V

## April 8, 2026

The UT Dallas HDWIRE Real Estate Club continued with Project Control's certificate educational series, *From Blueprint to Building: The Journey of JSOM III*, with Session V: "Construction Execution," led by Brenda Smith, Senior Project Manager. The session explored how large-scale projects transition from design into active construction.



### **Benefits to Students**

- **Applied Industry Knowledge:** Students examined how Owners, Architects, and Contractors collaborate to ensure project success, gaining insight into the critical relationships that drive construction outcomes.
- **Technical Understanding:** Key topics such as the Notice to Proceed (NTP), Stormwater Pollution Prevention Plan (SWPPP), Site Safety Logistics Plan, RFIs, ASIs, and submittals gave students practical knowledge of the tools and processes that maintain clarity and accountability.
- **Quality and Risk Management:** By learning about quality control, quality assurance, and change orders, students understood how these elements influence cost, schedule, and project integrity—skills essential for future project managers and developers.
- **Hands-On Experience:** An on-site visit to the JSOM III construction area allowed students to observe real-time progress, connecting classroom concepts to active construction practices and reinforcing the importance of planning and coordination.
- **Career Readiness:** The session emphasized the role of documentation, communication, and collaboration in minimizing risk and ensuring smooth project delivery, preparing students for professional responsibilities in construction management and real estate development.

This session provided students with a comprehensive understanding of construction execution, showing how design concepts are transformed into a finished structure through precision, collaboration, and communication. By combining technical instruction with hands-on exposure, the Real Estate Club continues to deliver programming that equips members with the skills and confidence to succeed in the real estate and construction industries.



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# Women in Brokerage Panel

## April 9, 2026

The UT Dallas HDWIRE Real Estate Club hosted a Women in Brokerage Panel. The event was organized by REC board members Social Media Chair Keira Cruz and Content Creator Chair Dunia De La Rosa. The educational program brought together students and industry professionals to discuss career pathways and experiences in commercial real estate brokerage.

The panel featured Rachel Boelter with Lion's Gate Medical, Najdi Rafaty with LINC Commercial Realty, and UTD REAL Katrina Kieu with SRS Real Estate Partners, who shared insights into their career journeys, challenges faced, and advice for entering brokerage. Discussions covered multiple sectors, including retail, industrial, and healthcare real estate, with emphasis on day-to-day brokerage responsibilities and the importance of relationship-building. The event concluded with a Q&A session that allowed students to engage directly with the panelists and expand their professional networks.

### **Benefits to Students**

- **Career insight:** Students gained firsthand perspectives on brokerage careers across multiple commercial real estate sectors.
- **Professional development:** Panelists shared practical guidance on relationship-building and succeeding in a competitive industry.
- **Industry engagement:** The Q&A format enabled direct interaction and networking with experienced professionals.



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# RISE Realty Lunch and Learn

## April 14, 2026

The UTD HDWIRE Real Estate Club hosted a Lunch and Learn event with Rise. The event was organized by REC board members Content Creation Chair Dunia De La Rosa and Internal Affairs Chair Gabriela Montano. The program was designed to connect students interested in real estate with industry professionals.

Caleb Raney - Managing Director, and Ksenia Stepankina - Administrator (Human Resources, Marketing, etc.) from Rise Realty, a Dallas–Fort Worth–based real estate investment firm established in 2010. Speakers introduced their company and shared insights into their operations within the local real estate market. They also discussed their approach to acquiring and renovating properties across the metroplex and provided an overview of how investment opportunities are identified and evaluated in a competitive market.

Throughout the session, students gained practical insight into the daily responsibilities of professionals working in real estate investment and acquisitions, including deal sourcing, market analysis, and communication with homeowners. The speakers emphasized the importance of strong communication skills, persistence, and adaptability for long-term success in the industry. Additional discussion focused on career pathways, internship opportunities, and strategies for standing out as a candidate, with a strong emphasis on networking and professional initiative.

### **Benefits to Students**

- Gained exposure to careers in real estate investment and acquisitions through direct interaction with industry professionals
- Developed a stronger understanding of real-world real estate operations, including deal sourcing and property analysis
- Learned industry-relevant skills and traits necessary for success, such as communication, persistence, and adaptability
- Received guidance on internship and full-time career pathways within the real estate industry
- Expanded professional networks by engaging with experienced real estate professionals



*(2<sup>nd</sup> from left) Calel Raney, Managing Director of RISE Realty, and members of the Real Estate Club at UTD*



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# Real Estate Private Equity Panel

## April 15, 2026

The HDWIRE and Real Estate Club hosted a private equity panel moderated by REC board members Vice President of Marketing Jack LeGare and Website Manager Andrew Nguyen. The panel featured UTD REALs (Real Estate Alumni Leaders): Manolo Del Castillo an Investment Analyst at Clarion Partners; Maisam Nasqvi Vice President at Hudson Advisors; and Michael Mistry an Associate at Fenway Capital Advisors.

Panelists shared insights into their individual career paths and discussed how their firms deploy capital across various asset classes and risk profiles. They provided a detailed overview of the real estate private equity lifecycle, including how investment opportunities are sourced, underwritten, and executed. The conversation also addressed current market conditions, with a particular focus on the effects of interest rates and evolving capital markets on investment strategy.

Using real-world examples, panelists illustrated approaches to value creation, risk assessment, and decision-making. Additional discussion explored the increasing role of data analytics and artificial intelligence in underwriting and investment analysis. The session concluded with practical advice for students on skill development, networking, and preparing for careers in real estate and private equity. Students actively engaged with the speakers through Q&A and post-event networking opportunities.



*Panelist and UTD REALs (left to right) Manolo Del Castillo, Investment Analyst, Clarion Partners, Maisam Nasqvi Vice-President, Hudson Advisors, and Michael Mistry, Associate, Fenway Capital Advisors*

### **Benefits to Students**

- Gained practical insight into real estate private equity careers and investment processes
- Learned how current market conditions affect real-world investment decisions
- Connected academic concepts to real deal examples
- Received actionable career and technical development advice
- Built professional connections with industry practitioners



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# ARGUS Workshop

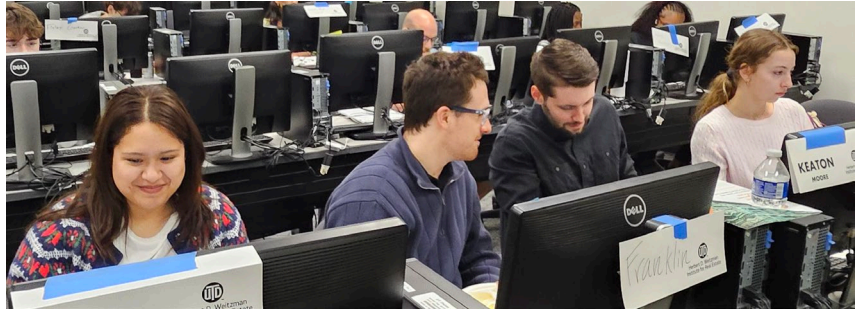
## April 18, 2026

Undergraduate and graduate members of the UT Dallas HDWIRE Real Estate Club participated in a six-hour, hands-on ARGUS Cash Flow Analysis workshop led by Julie Lynch, Associate Professor of Practice and Director of HDWIRE. The training provided practical instruction in one of the commercial real estate industry's most widely used analytical tools.

### **Benefits to Students**

- **Marketable Credential:** Students earned a certificate of completion to strengthen resumes and job readiness.
- **Career Preparation:** Timed after the spring semester and graduation, the workshop supported students' transition into professional roles.
- **Technical Skills:** Participants developed proficiency in ARGUS cash flow modeling, underwriting, and analysis.
- **Applied Learning:** Hands-on experience reinforced classroom concepts using industry-standard tools.
- **Professional Readiness:** ARGUS training enhanced competitiveness for internships, entry-level positions, and career advancement.

The workshop delivered technical expertise, practical experience, and a recognized credential, reinforcing the Real Estate Club's mission to connect academic learning with professional success.



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# From Blueprint to Building: The Journey of JSOM III | Session VI

## April 22, 2026

The UT Dallas HDWIRE Real Estate Club hosted Session VI: “Project Closeout, Conclusion, and Reflection” of the *From Blueprint to Building: The Journey of JSOM III* Project Control certificate series. Led by Senior Project Manager Brenda Smith of Project Control, the capstone session marked the completion of the program and the awarding of the Construction Project Management Certificate.



### **Benefits to Students**

- **Project Closeout Knowledge:** Students learned key closeout processes, including inspections, substantial completion, move-in coordination, and record turnover.
- **Milestone Awareness:** The session covered ownership transitions, warranty initiation, and final completion procedures.
- **Technical Skills:** Students gained practical exposure to essential documentation such as as-builts, O&M manuals, RFIs, and ASIs.
- **Lifecycle Perspective:** The discussion tied all phase—from planning through warranty—into a cohesive project management framework.
- **Professional Credential:** Certificate completion validated students’ skills and strengthened career readiness in construction and development.

The final session delivered a comprehensive view of project completion, combining technical insight with credentialed achievement and reinforcing students’ preparedness for careers in real estate and construction.



# Appraisal Institute Happy Hour | Oak Highlands Brewery

## April 23, 2026

HDWIRE REC board members Ali Azim, Keaton Moore, Haidi Kotsi, and Rachel Robertson attended an industry networking happy hour at Oak Highlands Brewery in Richardson, Texas, hosted in partnership with the Appraisal Institute. The event brought together students and professionals from leading commercial real estate firms, including Cushman & Wakefield and Colliers.

Board members engaged in meaningful conversations with industry professionals, exchanging insights on current market trends, real estate appraisal and brokerage career paths, and strategies for entering the commercial real estate field. The relaxed networking environment encouraged open dialogue and relationship-building between students and experienced practitioners.

The event highlighted The University of Texas at Dallas's growing presence within the Dallas–Fort Worth commercial real estate community and underscored the Appraisal Institute's commitment to mentorship, professional engagement, and career development for the next generation of real estate professionals.

### **Benefits to Students**

- **Direct Industry Exposure:** Students gained firsthand insight into commercial real estate appraisal and brokerage careers through conversations with professionals actively working in the field.
- **Networking Opportunities:** The event allowed students to build connections with representatives from top commercial real estate firms, supporting future internship and employment opportunities.
- **Career Clarity and Guidance:** Informal discussions helped students better understand career pathways, required skills, and industry expectations.
- **Professional Confidence:** Networking in a casual setting enabled students to practice professional communication and relationship-building skills.
- **Strengthened Industry Partnerships:** Collaboration with the Appraisal Institute reinforces UTD's ties to industry leaders, benefiting students through continued mentorship and engagement opportunities.



*(left to right) Haidi Kotsi, Rachel Robertson, Wesley Sanders MAI CCIM with ANCRE Group, Ali Azim, Keaton Moore, Janice Wildman MAI AI-GRS with CBRE Valuation and Advisory Services, and Mitchell R. Austin MAI with Lowery Property Advisors LLC.*



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# STRIVE

## April 29, 2026

HDWIRE REC board members Sophie Umbarger and Dunia De La Rosa hosted a presentation-style event featuring Jennifer Pierson, founder of STRIVE, for an engaging discussion on careers in commercial real estate (CRE). The event provided students with firsthand insight into the industry and practical guidance for entering a highly competitive field.

Jennifer shared her career journey and spoke candidly about the perseverance required to succeed in CRE, including her experiences navigating the industry as a woman and a mother. She also discussed her professional background prior to founding STRIVE, which focuses on acquiring and selling a variety of commercial property types.

Students benefited from Jennifer's transparency about the day-to-day realities of CRE, such as long work hours, consistent cold calling, and building a strong book of business. She offered actionable advice on standing out during interviews, making effective cold calls, and demonstrating initiative skills students can directly apply as they prepare for internships and full-time roles.



*(left to right)  
Sophie Umbarger,  
Jennifer Pierson and  
Dunia De La Rosa*

The event was interactive and personable, allowing for meaningful discussion and student engagement. Overall, it served as an informative and motivating conclusion to the final event of the semester, leaving students better prepared and more confident in pursuing careers in commercial real estate.



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# HDWIRE Real Estate Club Pickleball Tournament May 1, 2026

On May 1, 2026, the Real Estate Club at The University of Texas at Dallas hosted a pickleball tournament that brought together approximately 70 participants for a single-elimination competition. The top three teams were recognized for their performance. The event was thoughtfully planned and successfully created an engaging environment that encouraged friendly competition while providing meaningful opportunities for students and alumni to connect and network.

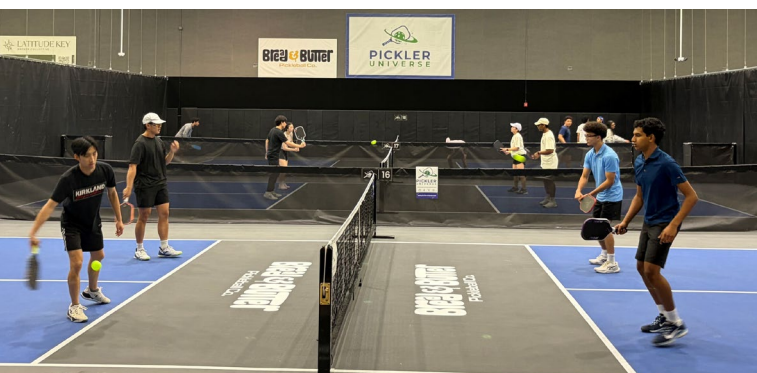
The tournament attracted a diverse group of participants, including students who had not previously been involved with the Real Estate Club. This created an excellent opportunity to introduce new members to the organization, share its mission and highlight professional and networking opportunities available within the real estate industry. By pairing a recreational activity with networking, the event broadened the club's reach and strengthened its presence within the campus community.

The pickleball tournament also served as a celebratory capstone to a highly successful semester. Throughout the term, the Real Estate Club hosted multiple professional development events featuring speakers from various sectors of the real estate industry. Ending the semester with a social, interactive event reinforced member engagement and enthusiasm while maintaining momentum for future initiatives.

Overall, the event fostered a strong sense of community, increased student engagement, and positioned the club for continued growth and success in upcoming semesters.



*(from left to right): 2<sup>nd</sup> Place winners Shravan Manoj and Yaseen Kamal, 1<sup>st</sup> Place winners Van Nguyen and Derek Jung, and 3<sup>rd</sup> Place winners Jessica Pho and Andrew Kim*



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# HDWIRE Real Estate Club Spring 2026 Transition Meeting May 3, 2026

HDWIRE Real Estate Club at UTD held its semi-annual Transition Meeting to recognize outgoing spring 2026, incoming fall 2026 board members and to celebrate the achievements of the semester. During the semester, the club hosted 28 events, providing over 40 hours of supplemental learning opportunities. These events included four networking events, a six-part Project Control series offering participants the opportunity to earn a Project Management Certificate, and an Argus Workshop Completion Award presented by Professor Julie Lynch the Director of The Herbert D. Weitzman Institute for Real Estate.

In addition, the club conducted 33 recruiting events across multiple campus locations, including the Naveen Jindal School of Management, UTD Chess Plaza, UTD Student Union, UTD Outdoor Student Union Mall, and the UTD Activity Center. Outreach efforts also extended beyond campus, with recruiting visits to Prosper High School and School for the Talented and Gifted at Yvonne A. Ewell Townview Center.

### ***Transitioning Off the REC Board***

*(left to right): Victoria Fuenmayor, Sophie Umbarger, Keira Cruz, Aura Mosquera, David Salazar, Andrew Nguyen and Jack LeGare*



*(1st row from left to right) Kelly Holden, Victoria Fuenmayor and Julie Lynch  
(2nd row from left to right) Richard Stanford, Dunia De La Rosa, Sophie Umbarger, Keira Cruz, Aura Mosquera, David Salazar, Andrew Nguyen and Franklin Avera  
(Back row from left to right) Jack LeGare, Sachin Thakur and Ali Azim*



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# Real Estate Club Transition Meeting May 3, 2026



*(left to right): Franklin Avera and Aura Mosquera*

## Honoring the past, welcoming the future

Spring 2026 President Aura Mosquera concluded her two terms, handing leadership to incoming fall 2026 President Franklin Avera.

Aura concluded her term as President with the highest distinguished honor, receiving the Towering Achievement Award in recognition of her exemplary leadership. Her tenure was marked by the delivery of high-quality events and a measurable growth in Real Estate Club membership. This prestigious award has been conferred upon only one other president in the history of the organization.

## Incoming Fall 2026 Officers

The HDWIRE Real Estate Club at the University of Texas at Dallas welcomes seven (7) new officers for the fall 2026 term.

*(1<sup>st</sup> row left to right) Pranishka Jagtap, Haidi Kotsi, Gabriella Rodriguez (2<sup>nd</sup> row left to right) Jayce Askew, Keaton Moore, Tanoj Atmakuri and Rachel Robertson*



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# Real Estate Club at UT Dallas Fall 2026 Board of Directors



*(1<sup>st</sup> row left to right) Pranishka Jagtap, Haidi Kotsi and Gabriella Rodriguez (2nd row left to right) Richard Stanford, Dunia De La Rosa, Franklin Avera, Ali Azim, Jayce Askew, Keaton Moore, Tanoj Atmakuri, Rachel Robertson, Keira Cruz and Sachin Thakur*



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