

# Adam Birgenheier

## Business Analyst, Business Developer

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## Objective

Highly innovative, charismatic, and team-orientated individual with a defining data analysis and business development record; adept at creating, maintaining, and facilitating both social and technical programs, seeking to maximize functionality and effectiveness as a Business Analyst in the Real Estate and Investing Sector.

## Highlights

- **Professional Experience in developing investing programs within the Real Estate industry.**
- Increased net-profit over \$10m in first year through creation and implementation of Recapitalization Program for Kensington Real Estate by using components of Blockchain, Game Theory, and Liberal Economics.
- Self-studying Python, JavaScript, and Solidity to enhance mechanics of Machine Learning (ML) and Blockchain to further automate and encrypt investment systems.
- Corporate Staff member helping incept sister company through managing, developing, and delegating teams.

## Skills

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|-------------------------------|--------------------------------|
| • Business Analysis           | • Leading and Motivating Teams |
| • Excel and Visual Basic      | • Effective Communication      |
| • Data Entry and Organization | • Innovation and Charismatic   |
| • Full-Stack Web Development  | • Contract Negotiations        |

## Education

Certificate, Full-Stack Web Development – University of Washington, Seattle	Present
Certificate, Project Management Professional (PMP) – Pierce College Fort Steilacoom	Present
B.A., Economics and Political Science; Cum Laude – University of Washington, Tacoma	2018
A.A., General Studies – Pierce College Fort Steilacoom	2016

# Professional Experience

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**Business Analyst, Real Estate Broker, Procurement Division Leader**

**2018-2020**

Kensington Real Estate; Gryphon Real Estate (Sister Company), Tacoma, WA

- Member of corporate staff; Leader of procurement division of investment sector
- Extracted, compiled, and analyzed data to base operations on.
- Created, scaled, and optimized investment analysis sheets used by all brokers within firm.
- Negotiated and purchased 28 properties within the two-year term; most of which were at least 30% below market value.
- Increased individual broker production through training and mentoring.