# Carlos Soto

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## EDUCATION

**The University of Chicago**                                             Chicago, IL
*Bachelor of Science in Economics with Data Science specialization*                   June 2026
Relevant Courses: Econometrics, Causal Inference, Financial Econometrics, Big Data, Machine Learnings, Investments, Linear Algebra.

## PROFESSIONAL EXPERIENCE

**Axon Group, eXp Realty**                                             Chicago, IL
*Investor Realtor*                                             January 2023 - Current
- Advise investors on high-yield real estate acquisitions, construction feasibility, and property management.
- Orchestrated the full lifecycle of a residential flip, generating a 45% ROI ($127k net profit) through negotiations, design, and management.

**Malecon Group**                                             Chicago, IL
*Co-Founder*                                             September 2022 - Current
- Provide GC services for residential, commercial, and investment clients.

**Shepherd Ventures**                                             San Diego, CA
*Quantitative Researcher*                                             May 2024 - Current
- Estimated black swan stock beta and other key metrics as a research team by constructing statistical methods for time series data.
- Developed statistical and ML models for cross-team collaboration efforts.
- Meet weekly with CEO to direct company's research efforts.

**Inorganic.Io**                                             Chapel Hill, NC
*Model Developer*                                             April 2024 - June 2024
- Developed MLP model to classify company data into industry categories with 92% accuracy.
- Created PE firm database using MLP model to classify compatible PE firms for deal opportunities.

**NextGen Growth Partners**                                             Chicago, IL
*Software Developer*                                             February 2024 - May 2024
- Developed proprietary search fund software by directing 6 interns.
- Implemented algorithm to prioritize high-probability targets.

**Proze Legacy LLC**                                             Chicago, IL
*Private Equity Analyst*                                             December 2023 - April 2024
- Analyzed ~1,000 companies based on CEO's criteria for search fund target companies
- Qualified high-target companies and presented to CEO
- Developed company profile and industry analysis for target companies.

**Hans Schreiber Lab**                                             Chicago, IL
*Research Assistant*                                             September 2023 - January 2024
- Improved protein stability by 19% with python algorithm to codon optimize plasmids.
- Collaborated with lab members to synthesize experiment workflow and lab procedures.

## SKILLS

**License:** Illinois Real Estate Broker License
**Computer:** Python, R,, Excel
**Languages:** English and Spanish