

# Jason Bryan Raleigh

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## OBJECTIVE

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Seeking a challenging summer internship utilizing my interpersonal, quantitative, and analytical skills in the real estate industry.

## EDUCATION

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### University of Connecticut, Storrs, CT

Bachelor of Arts, *Economics*, Concentration, *Real Estate*

**Expected May 2017**

- **GPA:** 3.0/4.0
- **Relevant Courses:** Real Estate Principles, Real Estate Investments, Financial Accounting, Money and Banking, Intermediate Microeconomic Theory, Intermediate Macroeconomic Theory, Calculus for Business & Economics
- **Certifications:** ARGUS Software Trained \*Expected Certification February 2016

### International Studies Institute, Florence, Italy

Study Abroad Fall Semester, *Sustainable Food And Environmental Systems Program*

**August 2015-December 2015**

## PROFESSIONAL EXPERIENCE

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### Carousel Industries

*Research & Sales Intern*, Windsor, CT

**June 2015-August 2015**

- Evaluated revenue flow charts of business endeavors and IT market data to determine most profitable entry points of service.
- Conducted IT market research, developed lead opportunities, and managed accounts working jointly with Account Executives.
- Executed in-depth analyses of prospective clients to understand their company's needs, requirements, decision-making process, time frame and competitive situation in order to be reported to higher executives during bi-weekly meetings.
- Formulated a monthly sales database for VP of Inside Sales to use in order to track if the employees benchmark sales, profitability requirement, and quota percentage were all met.

### Harding-Lane

*Campus Representative Intern*, Storrs, CT

**March 2014-March 2015**

- Implemented strategies to increase company sales and to appeal to the target market.
- Developed the company brand through promotional events and student outreach.

### Research Supply Company

*Sales Assistant Intern*, Madison, CT

**May 2013-August 2013**

- Organized and refined customer database using Excel, Access and Outlook programs.
- Enhanced customer service support with exact price quotes, order tracking and product information.

## RELATED EXPERIENCE

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### Real Estate Society

*Member*, University of Connecticut, Storrs, CT

**August 2014 – Present**

- Acquire detailed knowledge about the financial analysis of a commercial real estate investment, the current trends of the real estate market and how pricing of re-development is determined.

### Finance Society

*Member*, University of Connecticut, Storrs, CT

**August 2014- Present**

- Meet weekly to discuss market trends, financial news and to network with financial professionals to get a better understanding of career paths in the financial sector.

## LEADERSHIP EXPERIENCE

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### Sigma Alpha Epsilon Social Fraternity

*Social Chair; Philanthropy Chair; Rush Committee*, Storrs, CT

**September 2013-Present**

- Managed a \$26,000 annual budget to organize social events.
- Planned a philanthropy event for all 65 active brothers to raise money and awareness for Multiple Sclerosis.

## SKILLS & ACTIVITIES

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**Activities:** HuskyTHON, Reading for Character, Children's Miracle Walk, Tiger Youth Football Camp

**Computer:** Microsoft Excel, Access, Word, PowerPoint, Outlook, Minitab 17, SQL, SalesLogix, Argus Enterprise

**Interests:** Travel, Problem Solving, Boating, Sports, Fitness, and Family & Friends