

Jack Hayes

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OBJECTIVE

To obtain a full-time position in a finance or investment role within real estate.

EDUCATION

University of Connecticut

Economics Major and Real Estate Minor 3.41/4.0 GPA

December 2014

Relevant Computer Skills:

- Microsoft Office, ARGUS Software Certified - Valuation – DCF, Regression Analysis

EXPERIENCE

SullivanHayes Northeast: Investment Sales & Acquisitions Analyst

- Created pro-forma's from historical operating financial data as well as subject site analysis packages for Investment Sales & Acquisitions team which was then used for presentation to existing and potential clients.
- Assisted Tenant Representation team in creating and executing market penetration and growth strategy throughout the northeast for corporate retail clients.
- Reviewed and updated market and property conditional reports by evaluating lease abstracts, subject site market, property and macroeconomic conditions.
- Attended existing and potential client calls and meetings to learn negotiation and closing practices, as well as public hearings for real estate brokerage and development dealings

May 2013- Present

SullivanHayes Northeast: Market Research Associate

- Created analytical spreadsheets for presentation to senior management of a variety of privately held as well as publically traded retail companies
- Analyzed markets and researched demand factors associated with retail chain store site selection and sales projection analysis
- Duties included field and office research of traffic patterns, geographic barriers, demographics, household incomes, neighborhood composition, spending patterns, consumer preferences and interviews with existing retailers

May 2011- May 2013

Rizzuto's Wood-fired Kitchen and Bar: Kitchen Assistant & Food Runner

- Planned events, served beverages, appetizers, entrées and bussed tables
- Organized large parties and tended to their every need

May 2010-August 2011

LEADERSHIP

CORNERSTONE REAL ESTATE ADVISERS: PROFESSIONAL PROJECTS

- Case study course for selective group of elite students taught by senior management of Cornerstone Real Estate Advisers.
- Created analytical investment, acquisition and crisis scenario packages for presentation to Cornerstone investment and acquisition committees.
- Duties included creating 10 and 20 year Pro Forma's for subject site, extensive market analysis, and multi-scenario reports to account for potential changes in forecast.

September 2013-
December 2013

COO: EXECUTIVE VICE PRESIDENT: KAPPA SIGMA FRATERNITY

- Organized philanthropic and charitable initiatives of a group of 90 men
- Facilitated the expenditure of an \$20,000 budget
- Implemented operations department to increase work flows and efficiency
- Control all internal affairs of the fraternity

November 2012 -
November 2013

EXECUTIVE OFFICER OF PHILANTHROPIC AFFAIRS: KAPPA SIGMA FRATERNITY

- Created, designed, and directed new annual school wide philanthropy event
- Scheduled, planned and allocated donations to all philanthropy events
- Gained experience in sales and marketing and set record high donation levels

April 2012-
November 2012

AWARDS:

- University of Connecticut Greek of The Month: November 2012

ACTIVITIES

Volunteering:

- The Military Heroes Campaign; The Military Heroes Bowl

University of Connecticut Real Estate Society

University of Connecticut Finance Society

University of Connecticut Club Lacrosse Team