

OBJECTIVE

Looking for a full time position where I can effectively build on my skills and knowledge of the real estate industry.

EDUCATION

University of Connecticut, Storrs, CT

School of Business

Real Estate and Urban Economic Studies

GPA **3.76**/4.00

Anticipated Graduation: May 2016

SKILLS

Computer: ARGUS trained, highly experienced in Excel, PowerPoint, Publisher, Word, and Outlook

RELEVANT COURSES

- Commercial Real Estate Appraisals – FNCE 4895
- Mergers and Acquisitions – FNCE 4895
- Real Estate Investments – FNCE 3332
- Real Estate Markets – FNCE 3334
- Real Estate a Practical Approach – FNCE 4895
- Real Estate Finance – FNCE 3333
- Real Estate Principles – FNCE 3230
- Business Information Systems – OPIM 3103/3104
- Investment & Security Analysis – FNCE 3302

WORK EXPERIENCE

Fitch Ratings, New York, NY

Summer Analyst – CMBS (June 2015 – Aug 2015)

- Effectively utilized analytical and Excel skills to underwrite cash flows of various property types to determine Fitch stressed values
- Created in-depth loan summaries to be incorporated in committee packages using writing expertise and analytical skills, real estate knowledge, and market data
- Thoroughly analyzed a host of rates and ratios such as DSCR, LTV, Cap Rates, and Debt Yield along with a host of qualitative information provided by the issuer of the security in order to aid in the development subordination percentages and assess a loan pool's credit worthiness
- Conducted site inspections of collateralized properties contributed to CMBS transactions

Figure Eight Properties, West Hartford, CT

Summer Intern (May 2015 – June 2015, Sept 2015 – Present)

- Developed base rental rates for a multifamily property being developed by Figure Eight
- Toured properties comparable to the those being developed by Figure Eight in order to accurately compare the properties and price the rents according market trends
- Utilized Publisher and Photoshop skills along with market knowledge and marketing techniques to develop sales and leasing packages for specific properties within Figure Eight's portfolio
- Assisted property managers in property inspections and met with contractors to determine future plans for specific properties
- Employed writing expertise to develop executive summaries and marketing plans for specific properties managed by Figure Eight
- Assisted property managers in filling property vacancies by performing research to develop a list of potential tenants

Park City Ford, Bridgeport, CT

May 2010 – Jan 2015

Car Sales Representative (May 2013 – Jan 2015)

- Developed an understanding of the challenges and successes involved in owning a family business
- Utilized product knowledge to help customers make informed buying decisions by showing them various vehicles and exploring vehicle options
- Assisted customers with vehicle selection by educating them on features and options available in a friendly and informative fashion
- Effectively utilized communication skills to develop a rapport with customers throughout the sales process
- Calculated appropriate payment plans to meet customer requirements
- Exercised effective negotiation techniques to close sales and generate company revenue

COMMUNITY SERVICE

- Worked to rebuild, clean, and prepare Pat Wall baseball field for the start of baseball season
- Volunteered to rake leaves and clean the yards of elderly or disabled individuals in Wallingford, CT

ACTIVITIES/INTERESTS

UConn Real Estate Society

Member of Alpha Lambda Delta National Honor Society for First-Year Students

Competitive baseball and soccer

Fresh water fishing

Fitness and Nutrition