

Donald Joseph Brown III

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Objective

Seeking internship with a firm to exercise operational and investment skills in the finance or real estate industry

Education

University of Connecticut, Storrs, Connecticut

May 2017

Bachelor of Science in Business

Finance Major, Concentration: Real Estate

GPA: 3.55/4.00; National Honor Society

Member of National Society of Collegiate Scholars

Relevant Coursework: Investments and Security Analysis, Risk Management and Insurance, Real Estate Principles, Entrepreneurial Finance, Principles of Managerial Accounting, Intermediate Macroeconomic Theory

Work Experience

Townsquare Media, Greenwich, Connecticut

June 2015-August 2015

Intern, Finance Department

- Controlled the recording and confirmation of wire transfers for corporate and the Greenwich branch
- Assisted with the filing and interpretation of income and expenses using pivot tables

Marcus & Hagstrom, Alternative Assets – Joint Venture, Darien, Connecticut

June 2015-August 2015

Intern

- Organized an introductory conference for the Liquid Alts space at the University Club of New York
- Mastered and operated Salesforce in order to invite hedge fund managers and investors to the conference

The Club at Point O' Woods, Fire Island, New York

June 2014-August 2014

Fine Dining Waiter at Private Club

- Learned to work effectively under pressure while managing multiple responsibilities
- Further developed communication skills by successfully tending to the needs of customers

Halstead Property, Darien, Connecticut

August 2013-May 2013

Weekend Receptionist

- Operated a multi-line phone for over 65 real estate agents using effective communication and interpersonal skills to ensure customer satisfaction
- Compiled real estate brochures for agents utilizing organizational and creative skills in order to increase housing sales
- Acquired a basic understanding of the real estate market and how a brokerage functions

Related Experience

Real Estate Society, *Member*, University of Connecticut

April 2015-Present

- Gain interactive knowledge regarding investment strategies, re-development plans and sales techniques needed to achieve success in the commercial real estate industry

Finance Society, *Member*, University of Connecticut

September 2015-Present

- Provides multiple opportunities to become more familiar with the financial services industry and to learn from professionals in the field

Volunteer Experience

Point O' Woods Volunteer Fire Company, Fire Island, New York, *Firefighter*

July 2011-Present

Norwalk Grassroots Tennis, Norwalk, Connecticut, *Volunteer/Committee Member*

Sept 2010-August 2014

Skills

Computer: Microsoft Excel, PowerPoint, Word