

## Raymond Cao

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### EDUCATION

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**University of Colorado - Leeds School of Business** Boulder, CO  
Bachelor of Science in Business Administration, Finance Emphasis  
Certificate in Real Estate  
Overall GPA: 3.5

May 2019

**Relevant Courses:** Data Analytics, Derivatives, Investment & Portfolio Management, Corporate Finance & Accounting, Finance & Investment Analysis of Real Estate

### WORK EXPERIENCE

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**Kickz4low** Burlingame, CA  
*Founder/CEO*

January 2015 – April 2019

- Grossed \$120,000 in revenue by acquiring a proprietary algorithm capable of purchasing highly coveted sneakers instantaneously
- Built relationships with shoe consignment partners to help distribute inventory
- Created P&L models in Excel to ensure business sustainability
- Utilized social media management platforms to generate traffic and analyzed consumer engagement with new products

**Pinnacle Real Estate Advisors** Denver, CO

October 2018 – March 2019

*Commercial Real Estate Analyst Intern – Schneider/Grimes Team*

- Managed all stages of real estate transaction process, including initial buyer outreach, marketing, technical due diligence, term negotiations, client communications, inspections, appraisals and deal closing
- Created financial models in Excel to analyze investment strategies for clients based on risk profiles and economic indicators with a cumulative value of \$10 million
- Used cost, sales comparison, and income capitalization approaches to formalize broker opinions of value
- Lead marketing campaign using MLS Listings and Costar that reached 3000+ real estate owners in the Denver metro area to create business opportunities
- Supported two Managing Partners in the acquisition and disposition of Denver industrial assets

**Charles Schwab** San Francisco, CA

June 2018 – August 2018

*Treasury Analyst Intern - Capital Stress Testing*

- Identified securities on forecasted balance sheets and discovered a \$5 million gap in investment portfolio balances
- Discovered the opportunity to increase minimum annual revenue by \$33 million by converting check issuance to ACH transfers
- Managed documents to ensure capital planning and stress testing met the Federal Reserve requirements
- Developed custom Excel Macros to automate the gathering and manipulation of data in order to systematically create balance sheet forecast that became an integral tool for the department
- Collaborated with seven interns to implement and pitch a product that will target missed opportunities in younger target demographics

### LEADERSHIP ACTIVITIES

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**Diverse Scholars Program** Boulder, CO

August 2015 – May 2019

*Mentor/Mentee*

- Engaged in a mentorship environment to assist and encourage incoming students of diverse backgrounds to succeed academically and professionally
- Participated in frequent team building exercises that emphasized the value of leadership development
- Attended professional development meetings with other business students each semester

### Personal Information

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- **Skills:** Chinese, Financial Forecasting, Cash Flow Analysis, Microsoft Office, Microsoft Excel, VBA, ARGUS
- **Interests:** Financial Markets, Entrepreneurship, Real Estate Developments, French Bulldogs