

Connor John Francis

[linkedin.com/in/connor-john-francis/](https://www.linkedin.com/in/connor-john-francis/) • (425) 241-0772 • connorfrancis@live.com

“Tech-savvy finance expert with a strong foundation in real estate and private markets. Focused on applying AI and software to solve complex business problems and drive scalable innovation.”

EXPERIENCE

Marcus & Millichap

Financial Analyst

Denver, CO

Mar 2025 – Present

- Directly supported industry leading CRE brokers nationwide, independently underwriting \$500mm + of self-storage assets
- Built custom internal software to automate rent comparable analysis, reducing comp generation time by 85% and streamlining workflows
- Developed detailed pro forma financials, rent roll analyses, and sensitivity models to inform acquisition, disposition, and development strategies

BluePulse AI

Machine Learning Intern

Aix-en-Provence, FR

May 2024 – Jul 2024

- Created in-depth whitepapers that clarified BluePulse’s technology for stakeholders, customers, and investors, emphasizing strategic benefits and practical applications for a dynamic startup company
- Developed financial models with sensitivity analysis to highlight the direct economic advantages of using BluePulse’s products and investing in their company
- Crafted visually appealing and persuasive pitch decks and documentation that supported successful capital-raising and customer acquisition initiatives

Centre Realty Group

Licensed Real Estate Salesperson, Summer

Newton, MA

May 2022 – Jul 2022

- Built and maintained strong relationships with prospective clients through direct outreach and tailored communication
- Professionally guided clients through the entire transaction process, from screening to document preparation and closing

Bentley Sustainable Investment Group, Materials and Industrials

Portfolio Manager

Waltham, MA

Sept 2020 – May 2022

- Managed the materials and industrials sector investments of a ~\$650,000 ESG portfolio, leading a team of analysts to create DCF valuation models and pitch decks for sustainable stock investments

The Maiden Lane Group

Private Equity Intern

Waltham, MA

Dec 2020 – Mar 2021

- Designed and created complex financial models, including circular 3 statement, DCF, and LBO models to evaluate acquisitions
- Performed exploratory due diligence on potential private equity transactions

Financial Resources of Connecticut

Financial Analyst Intern

Waltham, MA

Sept 2020 – Dec 2020

- Conducted detailed financial analyses that directly influenced investment decisions, contributing to portfolio growth and risk mitigation
- Presented actionable investment recommendations based on macroeconomic trends leading to the firm’s acquisition of outperforming assets

Raymond James

Financial Analyst Intern

Bellevue, WA

Aug 2019 – Aug 2020

- Synthesized raw macroeconomic data and analyzed investments selected from identified trends, resulting in optimized client portfolio performance
- Invented and implemented a streamlined financial analysis system, reducing the buy/hold/sell determination process time by ~50%

SKILLS AND DEVELOPMENT

- **Finance & Project Management:** Financial analysis and modeling, strong communication and negotiation skills, team leadership, product and project management
- **Software & AI:** Python, Flask, Django, JavaScript, React, Nextjs, TensorFlow, Scikit-learn, Jupyter Notebooks, AI, machine learning, etc.
- **Professional Development:** Goldman Sachs Summer Insight, RSM Pathways, Massachusetts real estate license

EDUCATION

University of Colorado Boulder Bachelor of Science in Finance, 3.5/4.0	Boulder, CO 2023 - 2025
Bentley University, 3.7/4.0 Academic Honors: <i>President's List, Dean's List</i>	Waltham, MA 2020 - 2023
New Venture Creation Program Led a team to first place in a CU Boulder international program's entrepreneurship competition	Aix-en-Provence, FR May 2024 – Aug 2024
Copenhagen Business School Semester Abroad, Bachelor of Science in Finance	Copenhagen, DK Aug 2022 – Dec 2022