

Samuel Jakshtis

Senior Real Estate Analyst

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Profile

Dedicated and goal-oriented real estate professional with 7 years of experience. Skilled in working under pressure, thinking strategically and innovating data systems. Experience with Python, SQL, and Tableau in the manipulation and display of empirical findings and trends.

Experience

LandVest / Senior Real Estate Data Analyst

August 2021 - PRESENT, Boston, MA

- Assisted in a 28% YOY increase in revenue for consulting department by maintaining an optimized central comparable sales and lease database for specific high-value comparable properties and markets
- Developed multi-tiered pricing model for \$+1B of real estate deals (development, acquisitions, and refinances for clients) using a combination of mySQL, VBA, and Python code
- Led real estate data research projects for the Managing Director for exclusive presentation materials through collection, customization, and visualization of data sets for internal and external audiences

Doorkee / Comparative Unit Analyst

June 2020 - August 2021, New York City, NY

- Empirically analyzed price and movement trends for NYC apartments utilizing various ML practices
- Reported optimized pricing models of apartment units to maximize rental income and minimize vacancy for +1,000 unit property management firms
- Worked with firms and team members to update workflows to optimize efficiency and accessibility for the company through data analytics

Coldwell Banker / Real Estate Salesperson

March 2017 - February 2021, MN and MA

- Created and implemented a centralized database system to optimize sales and customer engagement
- Managed contracts, negotiations and all aspects of sales to finalize purchases and exceed customer expectations
- Reviewed market research data and changed sales plans accordingly

Education

Macalester College / Economics, Data Science

August 2017 - December 2020, Saint Paul, MN

- GPA of 3.5
- Elected Captain of Football Team
- Received Dewitt Wallace Scholarship
- Member of Entrepreneurship Club

Certifications

- **Licensed Real Estate Salesperson**

August 2017 - Current, MA

- **Certified Expert in Excel**

March 2020 - Current

- **IBM Full Stack Developer Course**

October 2022

Community Connections

- **Finance Committee**

June 2020 - Current, Hardwick, MA

- **Electrician for Community Fair**

August 2012 - Current, Hardwick, MA

- **Construction crew for inclusive playground**

October 2019, Saint Paul, MN

Skills

- | | | | |
|----------------|--------------------|------------------------|-----------------|
| • Python | • Microsoft Office | • Financial Modeling | • Sales |
| • SQL | • Tableau | • Sensitivity Analysis | • Underwriting |
| • Google Suite | • Development | • Trend Forecasting | • Data Analysis |