

# SANTIAGO GUTIÉRREZ PUMAREJO



5627 Anita St., Dallas, TX 75206 || 210.929.1315 || santigtz95@gmail.com

## Summary

Currently working on obtaining a Master's Degree in Data Science / Machine Learning from Southern Methodist University. Strong project/asset management experience. Bachelor's Degree in Economics with applications in Finance. Skilled in management, finance, programming, Microsoft applications, negotiations, communication, and customer service.

## Highlights

Skills	Attributes	Interests	Languages
Statistics	Analytical	Programming	English (Fluent)
Finance	Quick Learner	Entrepreneurship	Spanish (Fluent)
SAS	Adaptable	Real Estate	Italian (Conversational)
SQL	Strategic	Politics	
R	Charismatic	Aviation	
Python	Communicative	Soccer	
Microsoft Applications	Hard Working	Football	
Customer Service	Naturally Driven	Formula 1	
Negotiations	Ideation / Visionary	Motorsports & Cars	
Project Development	Individualizations of Others	Watersports	
Management	Team Player	Gaming	
	Leader	Technology	

## Experience

### GTZ Capital, LLC.

Founder, Owner, & Pilot

Boerne, TX  
(July 2020 – Present)

- GTZ Capital is a personal LLC dedicated to real estate development and aviation services.
- Created, proposed, and currently working on ongoing 200-acre executive airport project in Boerne, TX.
- Assisted in the development of a multi-building (4.2-acre) medical/professional business park.
- Created, proposed, and initiated development for an 18-acre multi-family real estate project.
- Purchasing, transporting, repairing, leasing, and selling aircraft for profit.

### NEXUS Real Estate RE/MAX

Commercial Realtor® & Developer

San Antonio | Boerne, TX  
San Antonio | Boerne, TX  
(August, 2019 – Present)

- Primary property manager of two office parks (72,500SF of space) and a mobile home park (45 homes). Oversaw all financial activity of properties.
- Took charge of finding new investment opportunities and investors, as well as forecasting all financial returns.
- Assisted multiple commercial real estate investors in negotiations to acquire over \$30 million worth of commercial and residential real estate properties.
- Managed to provide all seller clients of commercial real estate with asking price offers or higher.
- In under two years, satisfied all credit requirements for Texas real estate broker license.

### SmartCode Coding Academy

Project Manager, Realtor & Assistant to Owner

Boerne, TX  
(October, 2019 – August, 2021)

- Assisted the business owner & founder (my brother, a software engineer) in finding the perfect spot in the Greater San Antonio area to open a new SmartCode Coding Academy.
- As project manager, I oversaw the development of the business and marketing until the Grand Opening.
- As assistant to owner, I took charge of assisting in everyday tasks, finding a manager for the business, acquiring more clients, and promoting SmartCode services to public and private schools across Texas.
- I gained much knowledge in computer science, along with the ability to code in the python language.

### Formula 1 – V12 Trackside International

Manager & Sales Agent

COTA, Austin, TX  
(November, 2019)

- Intense working environment where I assisted in managing the Mercedes-AMG Petronas stores during the Grand Prix at Circuit of the Americas.
- My team alone sold over \$250,000 worth of merchandise in a single weekend.

**Sushi Seven**

Project Manager

San Antonio, TX  
(September 2018 – May 2019)

- Managed all project development operations for the sushi/poke restaurant.
- Created entire equipment list and budget plan for financing and franchising the restaurant(s).
- Worked with architects to develop floor plans, as well as with contractors on construction of new restaurant.
- Worked with contractors to choose restaurant equipment – including entire kitchen, countertops, floors, lighting, sound, walls, etc.

Assistant to Owner

(June 2014 – July 2014)

- Worked with chefs to determine quantity and cost of goods for each menu item.
- Helped create a uniform and equally portioned menu.

**Boerne Investments, LLC.** – Seven Oaks Medical/Professional Business Park

Boerne, TX

**Venti Properties, LLC.** – Garden Oaks Professional Business Park

Boerne, TX

Assistant to Owner &amp; Property Manager

(February 2016 – June 2016)

- Assisted in managing the business park's financial information regarding income and expenses.
- Assisted existing tenants with various tasks, as well as new tenants with move-in procedures.
- Worked with contractors on construction of new offices, as well as improvements and maintenance of existing offices.

## Education

---

**Southern Methodist University**Master's in Data Science – Specialization in Machine Learning  
GPA: 4.0Dallas, TX  
(August, 2022 – Present)**Codecademy**Data Science Pro Career Path  
Machine Learning Skill PathOnline  
(March, 2022 – Present)  
(July, 2022 – Present)**Khan Academy**

Statistics &amp; Probability

Online  
(June, 2022 – July, 2022)**Southern Methodist University**

Bachelor's in Economics - Applications in Finance

Dallas, TX  
(August, 2014 – May, 2018)

## Activities & Technical Training

---

**Federal Aviation Administration (FAA)** – Private Pilot

(March, 2021 - Present)

**Texas Realtor® License** – Texas Real Estate Commission

(August, 2019 - Present)

**Human Subjects Research** – CITI Program Certification

(November, 2022)

**Responsible Conduct of Research** – CITI Program Certification

(November, 2022)

**Gallup Clifton Strengths** – Core Clarity Assessment

(October, 2022)

**Association of Mexican Entrepreneurs (AEM)** - Southern Methodist University

(August 2016 – May 2018)