

Shivan Shah  
shahshivan97@gmail.com  
(919) 780-8434

12312 Rotunda Lane  
Chester, VA 23836

## EDUCATION

### University of Virginia

Charlottesville, Virginia

*College of Arts and Sciences*

*Bachelor of Arts- Economics, Religious Studies*

2015-2019

- GPA: 3.3

### Meadowbrook High School

Chesterfield, Virginia

*International Baccalaureate Diploma*

*Valedictorian, Varsity Athlete*

2012-2015

- GPA: 4.4

## WORK EXPERIENCE

### Shamin Hotels

Chester, Virginia

*Front End Supervisor/Hotel Management*

July 2020-Current

- Aiding in the development and execution of refined capital plans to meet both corporate and brand objectives
- Evaluating various demand generators and conducting market penetration analysis to ensure profit maximization
  - Consists of reviewing daily and monthly reports to identify areas of underperformance and inefficiency
- Assisting in the creation of a cohesive top-to-bottom team structure in order to maintain operational sharpness

### Jagdish Shah and Company

Gujarat, India

*Real Estate Appraisals and Advocate Intern*

2019-2020

- Delved into the underlying dynamics of a rapidly growing, idiosyncratic market while restructuring a personal, Western outlook on the nature of real estate valuation and revenue generation
- Worked alongside municipal parties and investors in evaluating over twenty-five crore rupees (app. three million dollars) of inherited land
  - Produced documents and analyzed land assessments on decades-old immovable property and real estate to hedge against intrusion and municipal takeover
  - Used market analysis tools and growth identifiers, to determine industry specific (residence and commercial) development costs, , and potential returns on investment
- Assisted in documenting a sale agreement to facilitate a cohesive transfer of rights from a tenant-occupied property to a real estate development company
  - Negotiated the buyout of multiple tenants who occupied the commercial land for several decades; worked to relocate said tenants to neighboring vacant properties
  - Reviewed leasing agreements to ensure compliance with contractual agreements
- Triggered the liquidation process of personal and family owned assets with the objective of reinvestment and growth in more advantageous markets

### Arihant Real Estate Group

Chester, Virginia

*Assistant Business Operator and Acquisitions Analyst*

2012-2017

- Conducted short term convenience store operations in a volatile and saturated local market
  - Created dynamic pricing models reflecting capricious crude oil prices and margin fluctuations on industry-wide inventory
  - Thoroughly analyzed market penetration indices to create lucrative strategies to acquire higher market shares
- Analyzed the capitalization rates, financing constraints, leverage scenarios, and potential risks in over two million dollars of convenience store acquisitions
- Engineered the production of a discounted cash flows analysis conducive to the creation of a formal sales agreement; subsequently catalyzing the dissolution of ownership on behalf of involved parties
  - Used back of the envelope calculations, analysis of income statements, and real estate assessments to project future cash flows
  - Analyzed cost of operations, capital improvement and repair expenses, debt agreements, revenue projections, and market trends to determine break-even points and profitability of assets

## SKILLS, ACTIVITIES & INTERESTS

**Languages:** Bilingual in English and Gujarati, Intermediate Proficiency in Spanish

**Skills:** Microsoft Office (Word, Excel, PPT, Outlook), Stata, Choice Revenue Management System, OnQ

**Interests:** Basketball and Soccer (among other sports), Travelling, Family