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25

NAIOP GEORGIA SCHOOL CHALLENGE



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NATIONAL COMMERCIAL SERVICES



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BOOK DESIGN

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Emory University

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Georgia State University

University of Georgia

LEARN MORE ABOUT NAIOP SCHOOL CHALLENGE



2025 NAIOP GEORGIA

SCHOOL CHALLENGE COMMITTEE

**NAIOP GEORGIA
VP EDUCATION****CHRISTINE CURRY**

Selig Enterprises
404-898-9028
ccurry@seligenterprises.com

**NAIOP GEORGIA
EXECUTIVE DIRECTOR****TERESA TATUM**
404-751-2307
ttatum@naiopga.org**NAIOP GEORGIA
PRESIDENT****GREG BOLER**
KMT Partners LLC
215-300-4926
gregb@kmtpartners.com

CASE STATEMENT

DAVID HADDOW
Haddow & Company
404-577-7222
dhaddow@haddowandcompany.com

COMMITTEE MEMBERS

RYAN SMITH

Trammell Crow
770-823-0961
rsmith@trammellcrow.com

JOHANNA PATRICK

Bohler Engineering
404-882-9899
jpatrick@bohlereng.com

EMILY HOLMES

Cousins Properties
205-370-9955
eholmes@cousins.com

NATALIE CASCARIO

Arnall Golden Gregory LLP
404-873-8605
natalie.cascario@agg.com

DEVIN BARNWELL

Brookfield
678-256-5063
devin.barnwell@brookfield.com

TIA SCOTT

Suddath Workplace Solutions
678-656-2677
tia.scott@suddath.com

CAROLYN JENSON

Vickers Design Group
850-375-3220
cjenson@vickersdesigngroup.com

RESUME BOOKS

JAE ROBBINS

Resource Branding
404-355-2301
jae@resourceatlanta.com

FACULTY ADVISORS

EMORY UNIVERSITY

SERGIO GARATE

Director of Real Estate
Goizueta Business School
sergio.garate@emory.edu

GEORGIA STATE UNIVERSITY

LYNN MCKEE

Lecturer
J. Mack Robinson College of Business
Real Estate Department
770-688-5778
lmckee@gsu.edu

GEORGIA INSTITUTE OF TECHNOLOGY

BARRY BRANCH

Sr. Professor of the Practice of Real
Estate Development
Scheller College of Business
678-296-8549
barry.branch@scheller.gatech.edu

UNIVERSITY OF GEORGIA

RICH MARTIN

Associate Professor of Real Estate
Terry College of Business
706-542-3585
rmart@uga.edu

JUDGES

PATRICK CHESSE

Ryan Companies
Regional President, Southeast

DAVIS GRIFFIN

Trammell Crow Company
Managing Director,
Strategic Development Solutions

JOSH HARRISON

Pattillo Industrial Real Estate
Chief Executive Officer

JOHN ROBBINS

Granite
Senior Managing Director, Atlanta

COACHES

EMORY UNIVERSITY

JADE AUZENNE

New City Properties
504-261-5088
jade@newcity-properties.com

TIERRA EVANS

Prologis
302-632-4977
tevans2@prologis.com

JON HUANG

Third & Urban
229-444-4905
jonh@thirdandurban.com

GEORGIA STATE UNIVERSITY

EVAN MORTON

Bridge Logistics Properties
404-594-7793
evan.morton@bridgeblp.com

AMANDA MATTHEWS

GTIS Partners
404-493-7389
amatthews@gtispartners.com

GEORGIA INSTITUTE OF TECHNOLOGY

TYLER COOKSEY

Trammell Crow Company
404-923-1264
tcooksey@trammellcrow.com

SANTIAGO PATINO

Terwilliger Pappas
404-317-0226
spatino@terwilligerpappas.com

UNIVERSITY OF GEORGIA

ALEX HILL

Icarus Alternative Investments
404-401-2060
ahill@icarusai.com

RYAN REETHOF

Newmark
770-630-4213
ryan.reethof@nmrk.com

NICK MURPHY

Eastdil Secured
nmurphy@eastdilsecured.com

STUDENTS

EMORY UNIVERSITY

BENJAMIN BREA
ERICA EVANS
SAMUEL HABER
ROSS HEGTVEDT
LAURA ROJAS

GEORGIA INSTITUTE OF TECHNOLOGY

MATTHEW DEVIN
ROSE ESPIRITU
CHRISTOPHER FERANDEL
ANISH KAPOOR
SANIYA KESHWANI
ANDREW MASSINGILL
PRANAV MURALIDHARAN
KHUSHLEEN SINGH

GEORGIA STATE UNIVERSITY

ASSATA BLACK
COLLEEN ENGLISH
NATALIE GARVEY
JOSHUA GENTRY
ALFONZO HILLIARD III
YOVANI LEON
DARRELL MARTIN
COLE PASCHALL
SAHIL PATEL
GERALD ROBISON
ADESIDE SIPASEUTH
ELIJAH YANG

UNIVERSITY OF GEORGIA

JOSHUA HUSTER
JOHN PRZYGOCKI
BRENDON STEFFES
JACK TURNER
MILLS WHITING

INDUSTRY RESOURCES

DEBT CAPITAL MARKETS

CATHERINE "CAT" REINECKER

Eastdil Secured
770-714-6060
creinecker@eastdilsecured.com

DEBT & EQUITY CAPITAL MARKETS

BILL MEALOR

Patterson
404-504-6687
bmealor@pattersonreag.com

ECONOMIC INCENTIVES

ANNIE BAXTER

CBRE
404-326-4153
annie.baxter@cbre.com

DATA CENTERS INVESTMENT

JAKE HAINY

QTS
470-453-5067
jake.hainey@qtsdatacenters.com

INDUSTRIAL DEVELOPER

JONATHAN MARA

Pattillo
678-926-5916
jmara@pattillore.com

INDUSTRIAL DEVELOPER / INVESTMENT MANAGER

AMY CURRY

Dermody Properties
404-285-9324
acurry@dermody.com

LAND SALES

PIERCE OWINGS

Partners Real Estate
404-600-0662
pierce.owings@partnersrealestate.com

The following pages list local professionals who have volunteered to be a resource for the 2025 NAIOP School Challenge. Students may contact these professionals to ask questions regarding their area of expertise while working on the case study.

LAND SALES

SARAH MORGAN

Partners Real Estate
404-600-0665
sarah.morgan@partnersrealestate.com

LAND SALES

BO SCHILL

CBRE
404-295-0074
bo.schill@cbre.com

INDUSTRIAL LEASING

RYAN HOYT

JLL
404-200-7737
ryan.hoyt@jll.com

INDUSTRIAL LEASING

JOANNA BLAESING

CBRE
404-504-7900
joanna.blaesing@cbre.com

INDUSTRIAL INVESTMENT SALES

STEWART CALHOUN

C&W
404-909-1881
stewart.calhoun@cushwake.com

INDUSTRIAL INVESTMENT SALES

TREY BARRY

CBRE
404-713-3980
trey.barry@cbre.com

BASE BUILDING GC

STEFAN GLOVER

Brasfield & Gorrie
251-610-5128
sglover@brasfieldgorrie.com

INDUSTRY RESOURCES

BASE BUILDING GC

BRENT STRENGTH

JE Dunn

404-374-4020

brent.strength@jedunn.com

MIXED USE DEVELOPMENT

DARCY SIMASEK

Portman

203-731-4740

dsimasek@portmanholdings.com

MIXED USE OWNER

KENDALL JOHNSON

Jamestown

703-927-3822

kendall.johnson@jamestownlp.com

MULTIFAMILY DEVELOPMENT

NIGEL BARKER

Trammell Crow

404-923-1572

nbarker@trammellcrow.com

MULTIFAMILY OWNER

TR CLAUSEN

Greystar

225-287-5697

thomas.clausen@greystar.com

OFFICE INVESTMENT SALES

HUSTON GREEN

JLL

404-275-1069

huston.green@jll.com

OFFICE LEASING

GRAHAM LITTLE

CBRE

404-771-7957

graham.little@cbre.com

The following pages list local professionals who have volunteered to be a resource for the 2025 NAIOP School Challenge. Students may contact these professionals to ask questions regarding their area of expertise while working on the case study.

MIXED USE DEVELOPER

HANK FARMER

Third & Urban

404-312-4743

hankf@thirdandurban.com

MIXED USE DEVELOPER

MAITLAND THOMPSON

New City

404-662-7378

mailand@newcity-properties.com

RETAIL DEVELOPMENT

CHRIS FAUSSE MAGNE

Westbridge

404-849-4826

chrisf@westbridgeatl.com

RETAIL DEVELOPMENT/OWNER

HERBERT AMES

EDENS

678-527-0418

hames@edens.com

RETAIL OWNER

RHODES ADAIR

Regency Centers

404-575-3379

rhodesadair@regencycenters.com

URBAN DESIGN

CASSIE BRANUM

Perkins&Will

573-344-0389

cassie.branum@perkinswill.com

2025

CASE STATEMENT

Jane Crenshaw is a recent college graduate who majored in real estate. She was recruited by an Atlanta firm that seeks properties currently owned by governmental or quasi-governmental entities, which offer unique infill development opportunities. The challenge is to then convince the owners to monetize these idle assets by presenting a comprehensive development plan and attractive offer.

Crenshaw's boss, Raymond Newberry, has asked her to investigate two potential candidates. The first is a 12.87-acre property owned by MARTA, located in the southwest quadrant of Piedmont Road and Lindbergh Drive. This former factory site is improved with industrial buildings but is potentially ripe for mixed-use development. The second property consists of two sites (47.13 acres and 12.5 acres) owned by the City of Atlanta. These undeveloped tracts are located on Lake Mirror Road at Clark Howell Highway, adjacent to Hartsfield-Jackson Atlanta International Airport. This land appears best suited for some type of light-industrial development, but other opportunities may exist.

Newberry encourages Crenshaw to carefully consider both sites before making a selection. Once a site is chosen, Crenshaw should be able to answer the following questions:

1. Why does the site selected offer the best near-term development opportunity of the two choices?
2. What is the most viable development plan for the preferred site?
3. What land value is supported by the development economics?

Crenshaw should also prepare a detailed development plan, budget, and financial analysis for the chosen site. A formal report should document the research findings and provide support for the development plan, both from a market and financial standpoint. In addition, offering terms and a strategy for winning the owner's favor should be recommended.



PARCEL ID: 17 0058 LL0493



PARCEL ID: 13043A A001
PARCEL ID: 13041 0420



EMORY | GOIZUETA
BUSINESS
SCHOOL

BENJAMIN E. BREA508-250-6867 • ben.brea@emory.edu • www.linkedin.com/in/ben-brea • he/him**EDUCATION****EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL**

M.B.A., Concentration in Finance

Atlanta, GA

May 2026

- Consortium for Graduate Study in Management Fellow
- Goizueta Finance Club, Goizueta Real Estate Group

UNITED STATES MILITARY ACADEMY

West Point, NY

May 2018

B.S., Management with a concentration in Environmental Engineering

- Nordic Ski Team Captain. Organized the training and logistical support for a 20-member team

EXPERIENCE**VIAMO INC.**

Boston, MA

2023-2024

Market Data Consultant

- Modeled forecasts for sales; analyzed over 1000 upcoming funding opportunities for a multinational company that allows NGOs, donors, businesses and governmental agencies to communicate directly with people in developing countries. Generated \$3M cumulative from USAID grants identified through market analysis

UNITED STATES ARMY

Various Locations

Program Manager

2023

- Spearheaded the redeployment of 600+ soldiers and 200+ pieces of heavy equipment during a trans-Atlantic training deployment in which the organization was ranked 1 of 8 for operational readiness
- Managed equipment readiness program for an organization of 600+ soldiers and equipment to pass annual inspection with a 100% rating
- Awarded the top honor by the Military Child Education Coalition with the 2023 Pete Taylor Partnership of Excellence for pioneering Adopt-A-School initiative, which paired soldiers with 200+ students belonging to military families, providing mentorship and academic support to the local community

Company Commander

2022-2023

- Directed a team of 120+ soldiers and equipment valued at \$20M+; planned and implemented equipment modernization program leading to the organization's readiness being ranked 1 of 8.
- Processed 100+ administrative actions resulting in the professional and efficient transfer of 30+ soldiers out of the Army or to new duty assignment locations.
- Selected as 1 of 10 senior army officers to lead a delegation of 20 multi-national military and business leaders to strengthen cultural and organizational understanding between the US and Europe.

Fire Direction Officer

2021-2022

- Led 15 soldiers, managed \$30M+ in equipment, and developed a 14-month training plan; team was ranked 1 of 6 Fire Direction Centers
- Planned and executed 15+ training exercises, culminating with the unit successfully increasing partnership with the NATO allies through deployment and implementation of a month-long multinational training exercise.

Fire Support Officer

2019-2021

- Served as the senior advisor to the troop commander for all logistics and synchronized support assets, resulting in the unit being ranked 1 of 12 organizations at 3 one-month long training deployments.

ADDITIONAL INFORMATION

| | |
|------------------|---|
| Awards | Outstanding Partnership in Excellence from the Military Child Education Coalition (2023), Massachusetts Youth Advocate of the Year (2012), Army Commendation Medal for outstanding service to the Unit through multiple training cycles |
| Community | USMA Special Olympics coordinator, ran the Soldier and Family Readiness Group for 2-82 Field Artillery Battalion fundraising for family events |
| Personal | Triplet with brother and a sister. Enjoy running, sailing and golfing. Duolingo fanatic with a 1600+day streak |

ERICA N. EVANS404-731-6895 • erica.nicole.evans@emory.edu • <https://www.linkedin.com/in/bme-erica-evans/> • she/her**EDUCATION****EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL**

M.B.A., Real Estate and Finance Concentrations; STEM-Certified

Atlanta, GA

May 2025

- Teaching Assistant: Managerial Finance
- Office of Technology Transfer: Licensing Intern: *completed 7 invention commercialization evaluation reports*
- Goizueta Real Estate Club; Goizueta Finance Club; Peachtree Minority Investment Fund

COASTAL CAROLINA UNIVERSITY

B.S., Cellular and Molecular Biology Major; Chemistry and Mathematics Minors | GPA 3.8

Conway, SC

May 2020

- Wall College of Business Fellowship '18 - '20
- Captain, Women's Track and Field: Sun Belt Conference

EXPERIENCE**DUKE HILL PROPERTIES**

Atlanta, GA

*an Atlanta-based property investment and management firm, revitalizing emerging communities by acquiring, improving, and developing properties for sale or rent, while managing a portfolio of rental units across metro Atlanta.****Investment Analyst Intern***

2024 to 2025

- Assisted in developing financial models and pitch materials, including deal summaries and lender presentations for a multi-family housing development.
- Engaged with general contractors, jurisdictional mayors, and community groups to facilitate and support development initiatives.

EMORY UNIVERSITY, SCHOOL OF MEDICINE

Atlanta, GA

Manager, Microfluidic Technologies

2023 to 2024

- Led a 5-person research team, overseeing strategic execution of three diagnostic assays and solving technical challenges under tight deadlines.
- Spearheaded talent acquisition, recruiting and training three research assistants, scaling testing capacity by 150% in three months.
- Cultivated partnerships with seven external stakeholders—including Beam Therapeutics and Honeywell—securing adoption of proprietary technology in a national 15-site clinical trial.

Research Assistant, Biomedical Engineer

2022 to 2023

- Optimized assay workflows, reducing time-per-run by 50% and doubling throughput to accelerate prototype development by six months, preserving \$50K+ in R&D costs.
- Analyzed data from 400+ experiments using Prism statistical software, providing actionable insights that informed strategic decisions for senior leadership.
- Synthesized research and distilled complex data into a presentation of key findings that was exhibited at a national conference

WACCAMAW DERMATOLOGY, SKIN CANCER INSTITUTE

Myrtle Beach, SC

Executive Assistant, Dermatopathologist

2020 to 2021

- Coordinated cross-functional logistics across 5 locations, ensuring 100% on-time specimen delivery for diagnostics.
- Managed and analyzed high-volume data (300+ cases/day) while ensuring compliance with HIPAA standards.

ADDITIONAL INFORMATION

- Patents: H233263-US: Systems, Apparatuses, and Methods to Measure Adhesion of Blood Cells in Microfluidic Channels, filed: 12/15/2023, Pending
- Certifications: Industrial Biotechnology, University of Manchester; Innovation Management, Erasmus University Rotterdam; Good Clinical Practices, CITI Program
- Corporate Partnership of the Year Award (Honeywell), Emory University 2024
- Interests include: Bodybuilding, Yoga, Snorkeling, Surfing, Interior Design/Real Estate, and Fashion

SAMUEL "SAM" HABER

155 Clairemont Ave, Apt 636, Decatur GA 30030
 908-420-4929 • sam.haber@emory.edu • [LinkedIn Profile](#)

PROFESSIONAL SUMMARY

Experienced program manager and leader, having served in the U.S. Navy for 5 years as a Submarine Officer. Targeting a transition into real estate or energy infrastructure development by way of a full-time MBA at Goizueta Business School.

- Proven track record of taking ownership over high-stakes programs to drive quality results
- Skilled at leading diverse teams through complicated, ambiguous, rapidly evolving situations
- Demonstrated aptitude to learn quickly and apply previous experience to business problems

PROFESSIONAL EXPERIENCE

NEXTERA ENERGY

Juno Beach, FL

Corporate Development – Mergers and Acquisitions, MBA Summer Intern

2024

- ***Business Strategy Development and Financial Analysis:*** Coordinated with 20+ resident experts to develop structure for and financially model an illustrative joint development agreement; presented executives a strategic, risk-mitigated approach to power data centers with nuclear energy

UNITED STATES NAVY, USS OHIO (SSGN-726 GOLD CREW)

Bangor, WA

Submarine Officer (Lieutenant, O-3)/Program Manager/Shift Leader

2020-2023

Led teams of up to 40 direct and indirect reports through complex, rapidly changing conditions relating to and simultaneously managed programs supporting the operations of a \$3.3B nuclear-powered guided-missile submarine over the course of two Western Pacific Deployments and \$208 MM capital improvement project in shipyard

- ***Project Management:*** Developed the ship's undocking plan after voluntarily initiating necessary planning and leading collaboration amongst senior ship and shipyard leaders, facilitating an early completion of a major project milestone
- ***Complex Problem Solving:*** Coordinated efforts of a seven-member team to perform two at-sea reactor shutdowns and start-ups to correct critical deficiencies in two pump controllers, allowing OHIO to complete strategic tasking
- ***Process Improvement:*** Prepared OHIO GOLD for its first external quality assurance program assessment in over three years by using audits, surveillances, and other data to target and correct underperforming areas, culminating in a passing grade and improvement in 55% of all critical metrics
- ***Effective Communication:*** Acted as principal liaison for USS OHIO GOLD's quality assurance programs, frequently communicating between senior leadership and external monitors to quickly identify and resolve issues necessary to maintain the certification of critical ship systems
- ***Cross-functional Collaboration:*** Navigated tight deadlines and competing priorities of multiple divisions to plan, coordinate, and execute three ship-wide evolutions testing key flooding recovery systems, allowing OHIO to continue scheduled operations unrestricted
- ***First-time Accuracy:*** Ensured quality maintenance was accomplished in 60+ work packages on systems vital to safely operating the nuclear propulsion plant, maintaining watertight integrity, and supporting diver operations
- ***Mentorship:*** Assisted in the training and supervision of and led an inexperienced, twelve-member team through intricate, time-sensitive nuclear reactor control rod testing with no deficiencies, five days ahead of schedule

EDUCATION/CERTIFICATIONS/QUALIFICATIONS

M.B.A., Concentration in Finance, EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL

2025

Dean's List; Robert W. Woodruff Fellow; Concentration in Finance and Real Estate

NAVAL NUCLEAR POWER SCHOOL AND TRAINING UNIT

2019

Graduated 1/98, VADM Behrens Award for Top Nuclear Power Graduate

B.S., Mechanical Engineering, UNITED STATES NAVAL ACADEMY

2018

Graduated 9/1042, Chief of Naval Operations Distinguished Graduate Award

Men's Varsity Lightweight Crew Team; 2017 National Champion in the Men's 4+

Top Secret (SCI) Security Clearance

Inactive as of 2025

Qualified Professional Nuclear Engineer Officer

2022

Qualified Submarine Quality Assurance Officer; Licensed Engineer in Training (ID #21483)

2021

ROSS HEGTVEDT+1-404-918-2481 • ross.c.f.hegtvedt@emory.edu • www.linkedin.com/in/rosshegtvedt**EDUCATION****EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL**

M.B.A., Concentrations in Finance, Real Estate, and Social Enterprise

Atlanta, GA

May 2025

- Business and Society Institute Social Enterprise Fellow
- Robson Program for Business, Public Policy, and Government Fellow
- President of Goizueta Gives
- Vice President of Goizueta Real Estate Group
- Vice President of Community Outreach for the Goizueta Graduate Business Association

BROWN UNIVERSITY

B.A., International Relations with focus in the Middle East and North Africa

Providence, RI

May 2015

- GPA 3.7; State Department Critical Language Scholarship Award (2013)
- Al-Akhwayn University, Morocco (2012), University of Nizwa, Oman (2013), Chinese University of Hong Kong (2013)

EXPERIENCE**THE CENTER FOR CIVIC INNOVATION*****Summer Fellowship***

Atlanta, GA

2024

- Led in-depth analysis of Tax Allocation Districts (TADs) and their impact on public finances and community development in Atlanta, GA; developed financial model to compare cost of public services against population and tax increment growth; Engaged with local government and development agencies to inform and validate research findings
- Create public education materials to communicate complex fiscal policy concepts to non-experts to enhance public understanding and increase community engagement; formulate policy recommendations to optimize TAD usage for ideal economic development and public funds management

THE CARTER CENTER

Atlanta, GA

2022 – 2023

Interim Director for Strategy, Innovation, and Learning

- Managed the development and implementation of the Strategic Plan dashboard to track hundreds of indicators across twenty change initiatives to promote accountability and transparency
- Led the Innovation Pathway, a competitive process that awards \$500K per year to support internal project proposals to improve programming, pilot new activities, and promote inter-project collaboration
- Coordinated development of a racial equity framework to inform U.S. focused programming

Program Associate for Strategy, Innovation, and Learning

2021 – 2023

- Consulted across Center with program staff on program design and evaluation and support their strategic planning
- Organized and managed the Center's Innovation Hub to promote innovation through events and training

Program Assistant for Conflict Resolution Program

2016 – 2021

- Coordinated logistics and operations of 10+ workshops for 10-100 participants in the U.S., Iraq, Lebanon, and Switzerland convening key leaders from government, humanitarian, and civil society sectors to ensure safe and efficient execution
- Wrote and monitored annual program budgets of +\$1M, assisted in grant applications and financial reporting, authored contracts, and memorandums of understanding, and conducted qualitative and quantitative research

THE PURPLE AISLE

Atlanta, GA

2018 – 2020

Innovation Lab Manager

- Designed 10+ innovation labs across the country and facilitated diverse teams of emerging civic leaders use of design principles and rapid problem-solving techniques to generate 80+ actionable tech, policy, and community solutions to critical challenges
- Produced publishable briefing materials for lab participants through independent research and interviews conducted with 20+ subject matter experts covering immigration, the future of transportation, and undercounting and omissions in the 2020 Census

ADDITIONAL INFORMATION

- Chief of Staff, Office of Georgia State House Representative Park Cannon
- Arabic, conversational; Spanish, conversational; Italian, novice; French, novice
- Cyclist commuter, weekend hiker, bright-eyed traveler, and lifetime student of martial arts

2016

LAURA ROJAS202-802-4360 • laura.rojas@emory.edu • www.linkedin.com/in/laura-rojas-67a352a8/ • she/her**EDUCATION****EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL**

M.B.A., Real Estate and Capital Markets; STEM-Certified Program

Atlanta, GA

May 2026

- Goizueta Energy and Clean Tech Association Club
- Goizueta Real Estate Group

UNIVERSITY OF TEXAS AT ARLINGTON, COLLEGE OF ENGINEERING

M.E., Civil Engineering, Construction Engineering and Management

Arlington, TX

August 2021

- 3.8 GPA.
- 2nd Place Winner of Gulf Coast Green Competition, July 2020.
- ASCE Member.

UNIVERSITY OF THE DISTRICT OF COLUMBIA, SCHOOL OF ENGINEERING

B.S., Civil Engineering

Washington, DC

May 2017

- 3.8 GPA; Awarded ASCE-NCS Scholarship, Tennis Scholarship
- Magna Cum Laude.
- College of Engineering Dean's list all-terms.
- Member of the Women's Tennis Team - #4 player position.

EXPERIENCE**RANGEWATER REAL ESTATE*****Lead Project Manager***

Atlanta, GA - Tampa, FL

2022 to 2024

- Coordinated with the Preconstruction Department and Director of Construction in establishing GMP Agreements.
- Procured all Subcontracts and Purchase Orders; ensuring a complete scope is established for the project.
- Performed monthly profit projections, outlining risks and opportunities.
- Supervised project budget upon GMP execution, including cost estimating, change orders, and profit projections.
- Oversaw with Project Superintendents and Project Scheduler to perform monthly schedule updates.
- Led the construction project team and trade partners in completion of a \$53M project on schedule and on budget.

Assistant Project Manager

2021 to 2022

- Reviewed all design documents and submittals thoroughly to ensure all required details are coordinated amongst themselves.
- Managed subcontractors pay applications, purchase orders, change orders and invoices using Procore.
- Provided project status and progress reports to the Construction Team including but not limited to: Buyout Summary Monthly Report, Owner, and Subcontractor Change Order Log.

CORLAND BUILD

Dallas, TX

On-Site Project Engineer, Multifamily Building Project

2019 to 2021

- Completed all preconstruction takeoffs to complete subcontractors' scope of work.
- Synchronized all drawings including structural and architectural components using AutoCAD and Bluebeam.
- Managed and maintained Procore with drawings and outstanding reports, mark-ups, submittals and RFI's.
- Directed monthly project meeting and correspondence; including shop drawings, submittals and RFI's.

VCC USA

Dallas, TX

On-Site Project Engineer - Mixed Used Development Project

2017 to 2019

- Organized and exercised functional authority for project correspondence, shop drawings, submittals and RFI's of two retail projects.
- Coordinated shop drawings between MEP and Structural /Architectural components with Naviswork.
- Expedited all project materials and ensure these materials comply with contract documents.

ADDITIONAL INFORMATION

- Experience with Bluebeam, Procore, Primavera P6, Revit, AutoCAD, Naviswork.
- GSWCC Level 1A Fundamentals.
- OSHA 30 - #36-601468010.
- Fluent in Spanish.
- Hobbies: Play Tennis or any type of sport; hiking and drinking coffee.



MATTHEW DEVIN

(678) 761-2558 • Atlanta, Georgia • mdevin3@gatech.edu • Citizenship: USA & Switzerland
<https://www.linkedin.com/in/matthew-devin/>

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Bachelor of Science in Business Administration

- Concentration: Finance
- Minor: Sustainable Development and Construction
- Faculty Honors (Fall 2023, Spring 2024, Fall 2024)
- SAT Score: 1580 (99th percentile) 790 Math, 790 EVBRW

Atlanta, Georgia

May 2027

GPA: 4.00

EXPERIENCE

GEORGIA TECH REAL ESTATE CLUB

Co-Director of Communications

- Represent the Real Estate Club's external communications via LinkedIn, Instagram, and in-person events
- Develop plans for comprehensive website redesign
- Maintain and optimize the organization's membership roster integrating various platforms into a dynamic database

Atlanta, Georgia

December 2024 – Present

Analyst

- One of four students selected to work on the following activities during the Spring 2025 semester:
 - Collaborating with institutions for pro bono analysis of active projects, providing underwriting and market analysis insights
 - Coordinating with GT's Real Estate Office to expand students' involvement in the university's development projects

Analyst Mentee

- Participated in a special-topics course on real estate underwriting, valuation, development, and fundamental principals
- Engaged with alumni mentors in multifamily and industrial development and brokerage sectors
- Built investment memorandum for 300-unit multifamily apartment development in Alpharetta, GA

August 2024 – December 2024

SCHELLER COLLEGE OF BUSINESS

Research Assistant

- Selected by Professor Arn Rubinoff to improve key course materials for the 19 chapters of his International Business course
- Met weekly to discuss comprehensive modifications that would provide additional insights on challenging topics
- Optimized clarity and concision of class PowerPoint slides and enhanced content for visual learning
- Created in-class quizzes on an online platform to informally test students' knowledge of course material

Atlanta, Georgia

January 2024 – April 2024

STANFORD LAW SCHOOL

Filing Fairness Project Volunteer

- Contributed to multi-state initiative enhancing access to justice by integrating technology & standardizing court operations
- Conducted comprehensive research, analyzing state statutes and court forms to recommend best practices and tech solutions
- Generated and presented market analysis for electronic court document filing, influencing executive technology strategies
- Produced innovative models to standardize and compare court forms, assessing workflows to integrate new tech platforms

Palo Alto, California (remote)

June 2022 – February 2023

SKILLS/INTERESTS

Skills: Excel, Word, PowerPoint, Teams, Zoom, CoStar, Python, SQL, Airtable, Final Cut Pro, Canva

Awards/Honors: National Hispanic Recognition Award from College Board (2022), Scholastic Art and Writing Awards - Gold Key Award for Personal Essay and Memoir (2022), National French Contest - Le Grand Concours Silver Award for Level 4A (2022) - Ranked #10 nationally of 4,324

Workshops: Excel Financial Modeling and Bloomberg Terminal Workshop – Georgia Tech Center for Finance and Technology, Georgia Tech Leadership Summit 2024, Georgia Tech One Building Symposium 2024, Georgia Tech Startup Surge 2024

Involvement: Finance Society at Georgia Tech (September 2023 - Present)

Undergraduate Business Analytics Club (March 2024 - Present)

Georgia Tech Rowing Club – Student Athlete – 15 hours per week of team practice and training; competed in multiple out-of-town regattas (September 2023 – December 2024)

MENSA member

Languages: English, French

Interests: Golf, Tennis, Design Thinking

Rose Espiritu

rose.espiritu1@gmail.com | 504-605-7785 | linkedin.com/in/roseespiritu/

Professional Experience

Microsoft | Senior Engineering Manager

Atlanta, GA | March 2024 - present

- Build a team of 6 direct reports to develop features on Azure Advisor, Customer Experience Observe, and CX Data Platform. Provide technical direction on architecture and people management.

FanDuel | Senior Software Engineer

Atlanta, GA | May 2022 - March 2024

- Led Sportsbook release to Apple and Google Play stores; the second member of the Atlanta Engineering team to do so. Coordinated with QAs, engineering teams, marketing, and PMs to facilitate release to millions of users
- Oversaw and delegated GraphQL POC and Swagger implementation projects to an intern, conducted 360 peer review, assessed performance, mentored, and assisted with return recommendations for Talent team
- Supported recruiting efforts to hire L3 and L4 ICs by conducting system design and tech chops interviews
- Architected, integrated, and released personalization features into Sportsbook's Popular Nav Menu (iOS, Android, Web) to increase exposure to Secondary sports in collaboration with product and analytics teams
- Developed feature flag release strategy, fall back plans, error handling, and monitoring with DataDog, and Sentry
- Used Terraform/IaC to setup Cloudfront, Route53, WAF, Shield, and PerimeterX Lambda to improve security

Lucid | Software Engineer II

New Orleans, LA | July 2020 - March 2022

- Created guided survey tools powered by ML for suppliers/merchants increasing respondent survey completion by 40% translated to \$XXMM in incremental revenue for Lucid's flagship product, Marketplace
- Improved latency of the highest traffic merchant-facing page by 40% through refactoring from .NET to Typescript/React/GraphQL allowing merchants to set their desired demographics for research collection
- Improved on-boarding training documentation and mentored junior developers through pair programming

GE | Software Engineer

New Orleans, LA | August 2017 - June 2020

- Served as the Build and Release manager for GE Power - New Orleans' highest grossing application. Created support documents to aid with stakeholder communication and generated a direct feedback loop for devs
- Led front end development for a digital twin for power plant, leading to improved failure tracking by XX%
- Refocused the technical direction of legacy applications after it acquired technical debt by improving communication among asynchronous developers (China, Turkey, US) and minimizing tools/libraries

Operation Spark | Instructor

New Orleans, LA | February 2018 - June 2020

- Taught *Intro to JavaScript* classes to 12+ adults, resulting in a solid foundation of functional programming, HTML, CSS and a 100% acceptance rate into an immersive JavaScript program that admits 3% of applicants

Leadership

NOLA Storm Resilience Hackathon | Organizer, April 2022 - March 2023

- Raised 10K to produce a civic engagement hackathon generating technology solutions for storm resilience

French Quarter Festival App | Tech Lead, May 2018 - April 2021

- Oversaw 10 summer interns including UX, QA, TPM, and SWEs to refactor a cross-platform mobile application

Microsoft TEALS | Computer Science Teaching Assistant, June 2021 - May 2022

- Taught the first AP Computer Science Class to an all-black all-girls catholic high school in New Orleans

Technical Skills

Javascript, React Native, GraphQL, Node.js, Angular, Java, Spring Boot, SQL, Postgres, NoSQL, Amplitude, A/B Testing and Experimentation, Amazon Web Services (AWS), Terraform, Datadog, Sentry, Typescript, HTML, CSS, Unit testing Tools: Confluence, Jira, Agile Methodology, Scrum, Continuous Integration and Delivery, Project Management

Education

Georgia Institute of Technology, Scheller College of Business | MBA, Finance; Strategy and Innovation, May 2025**Louisiana State University** | B.S. in Kinesiology, May 2012**Operation Spark** | Hack Reactor's Advanced Software Engineering Immersive Program, August 2017

Certified Scrum Master, Issued April 2017

CHRISTOPHER A. FERANDEL
chris.ferandel@gmail.com • (404) 405-2644

Manager & Senior Data Analyst / Scientist

EDUCATION & CERTIFICATIONS

GEORGIA INSTITUTE OF TECHNOLOGY, College of Business

Candidate for Masters in Business Administration (MBA) | Concentration in Analytics

GEORGIA INSTITUTE OF TECHNOLOGY, College of Engineering

B.S. in Industrial and Systems Engineering | Concentration in Financial & Economic Systems

CERTIFICATES

| | |
|----------|---|
| Kaggle | Time Series Pandas Intermediate Machine Learning Intro to Deep Learning |
| Coursera | The Data Scientist's Toolbox R Programming DeepLearning.AI TensorFlow Developer |

KEY SKILLS

| | |
|------------------|---|
| Programs | Python, R, SQL, Tableau, Excel, PowerPoint, Confluence, JIRA, PowerBI |
| Data Science | Linear & Logistic Regression, Decision Tree, Random Forest, Clustering, Time Series, Hypothesis Testing, TensorFlow, Statistics |
| Data Engineering | Snowflake, Redshift, Lambda, APIs, Airflow |

PROFESSIONAL EXPERIENCE

MathCo

Senior Associate (August 2021 – Present)

The Home Depot (Lead Data Analyst / Scientist)

- Lead team of two data analysts, determined overall strategy, and allocated workloads
- Developed logistic regression model for predicting professional shoppers used in hundreds of models throughout Home Depot
- Improved household promotion targeting through random forests and k-means clustering
- Worked with IT on bringing all Home Depot marketing KPIs into EDW and standardizing measurements
- Gathered requirements, managed JIRA board, documented existing and created new KPIs
- Created and managed reporting on over \$1B yearly ad spend through both SQL and Tableau dashboards
- Primarily used SQL, R, Python, Tableau, Excel, and JIRA

Cars.com (Lead Data Analyst / Scientist)

- Lead team of three data analysts, determined overall strategy, and allocated workloads
- Built market mix model resulting in shifting \$19M dollars in ad spend from growth to brand marketing
- Built k-means clustering model using adobe analytics data to improve prediction of desired cars
- Created and managed tableau dashboards general reporting on over \$110M in marketing spend
- Primarily used SQL, R, Python, Tableau, Excel, and JIRA

Shareablee,

Senior Data Analyst / Scientist (June 2020 – August 2021)

- Created internal Instagram Stories database and developed relevant KPIs, leading to new product lines
- Enabled image content recognition capabilities to create analytics products based on marketing asset composition
- Conducted surveys measuring campaign impact, social listening analysis, and created sentiment reports
- Created PowerBI dashboards and heavily used SQL, R, Python, and Excel

Data Analyst / Scientist (June 2019 – June 2020)

- Replaced all existing reporting deliverables processes with ETL pipelines that created completed client deliverables, saving the team over 50 working hours per week
- Regularly performed data forensics and root cause analysis to identify data discrepancies and clean data
- Primarily used SQL, R, Python, Tableau, Excel, and JIRA

The Home Depot

Contractor - Data Analyst (September 2018 – February 2019)

- Analyzed supply chain KPI's of e-commerce sales leading to improved delivery promise times by 12%
- Wrote SQL code to produce team reports using Google Big Query resulting in 4 reporting hours saved per week

United Parcel Service (UPS)

Data Analyst (January 2018– August 2018)

- Performed root cause analysis to identify operational bottlenecks leading to 4% reduction in operation run time
- Automated daily staffing plan for Pleasantdale's twilight sort resulting in 3 reporting hours saved per week

Delta Air Lines

Georgia Tech Capstone Project

- Established relationship between Wi-Fi performance, customer satisfaction, and revenue
- Created early detection system for malfunctioning Wi-Fi by aircraft
- Delivered detection system to identify contract violations by Delta's in-flight Wi-Fi provider highlighting over \$1.3M in violations over Q1 2017
- Provided deliverables in Tableau dashboards

ANISH KAPOOR

404-993-4718 • Alpharetta, Georgia • akapoor96@gatech.edu
<https://linkedin.com/in/anishgkapoor>

EDUCATION**GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business****Bachelor of Science in Business Administration**

GPA: 4.00/4.00

Atlanta, Georgia

December 2026

- Concentration: Finance
- Scholarships: Zell Miller Scholarship (Full Tuition)
- Relevant Coursework: Financial Accounting, Quantitative Analysis for Business, Management Statistics, Financial Management, Real Estate Practicum

EXPERIENCE & INVOLVEMENT**GT Finance Society****Atlanta, Georgia****General Member**

January 2025 – Present

- Attend twice-weekly workshops and networking events to enhance fundamental finance skills and engage with industry representatives
- Collaborate with other members of the Society to discuss the Atlanta financial markets and the current events that inform global trends

Wilmington Enterprises**Atlanta, Georgia****Private Equity Intern (Remote)**

August 2024 – November 2024

Industry-agnostic firm looking to acquire and grow a metro-based Atlanta firm for the long term.

- Conducted industry research and deal sourcing to identify 10+ acquisition targets in home healthcare and HVAC, presenting findings to senior leadership
- Engaged with 15+ brokers and executives to discuss potential deals and gather critical investment information, resulting in a 30% reduction in NDA processing time
- Analyzed 10+ company CIMs, built a detailed financial model, and drafted key transaction documents such as LOIs

Subway**Alpharetta, Georgia****Crew Member**

June 2024 – August 2024

- Assisted over 80 customers per shift by providing personalized sandwich recommendations, preparing orders quickly and accurately, contributing to a 15% increase in customer satisfaction review scores
- Collaborated with 3 team members to delegate opening/closing duties and maintain a clean workplace for customers

National Speech & Debate Association**Alpharetta, Georgia****Debate Judge**

August 2023 – May 2024

- Judged 40+ varsity-level debate rounds at national tournaments, evaluating speaker ethos, evidence quality, and argument development, providing constructive feedback to competing debaters
- Collaborated with 30+ judges, tournament organizers, and coaches to ensure the smooth operation of competitions

Varsity Debater

August 2020 – May 2023

- Engaged in 120+ rounds across national and local tournaments, competing in topics such as criminal justice reform, water resources, and arms sales

SKILLS & INTERESTS

Technology: SQL – intermediate, Office Suite (Word, Excel, PPT) – intermediate, JMP – intermediate, Tableau – basic

Affiliations: Alpha Kappa Psi Professional Business Fraternity

High School Awards:

- Future Business Leaders of America: 2021 – 2022 Most Active Member Award (Highest Points), Securities & Investments 2022 State Leadership Conference (1st Place), Economics 2023 State Leadership Conference (2nd Place)
- Varsity Policy Debate: 2022 GFCA State Championships (Quarterfinalist/6th Seed), 2021 Woodward Academy National Championships (Octafinalist), 2021 University of Kentucky National Season Opener (Octafinalist)

Interests: Weightlifting, Billiards/Pool, House/EDM Music

SANIYA KESHWANI

Atlanta, GA

Skeshwani6@gatech.edu | 205.773.9117 | www.linkedin.com/in/saniyakeshwani/

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business - 3.89

Atlanta, Georgia

Major: Bachelor of Science of Business Administration

December, 2025

Concentration: Strategy and Innovation

Certificates: Finance, Real Estate Development

Honors/Awards: Dean's List (2024), Faculty Honors (2024)

Relevant Coursework: Finance of Commercial Real Estate, Construction Management, Investments, Real Estate Development and Construction, Real Estate Practicum

EXPERIENCE

MARMOS PROPERTY INTERNATIONAL INC.

Fayetteville, Georgia

Real Estate Development Intern

November 2023 – April 2024

- Conducted in-depth market research and indemnified 10+ potential investment opportunities by applying financial metrics and risk assessments to recommend high growth ventures.
- Contributed to the due diligence process by meticulously examining and analyzing legal documents, zoning regulations, and environmental reports for 5+ projects, ensuring compliance and mitigating risks.
- Collaborated with cross-functional teams to optimize project strategy and implementation, resulting in a 40% improvement in the market appeal and functionality.
- Engaged with key stakeholders to gather insights and recommendations, fostering strong partnerships and communication within the development process.

SUBWAY

Hueytown, Alabama

Co-Owner

June 2022 – November 2024

- Increasing monthly revenue by an average of \$700 through dynamic pricing strategies, targeted promotional activities, and optimization of online sales via platforms like DoorDash, Grubhub, and UberEats.
- Managing the hiring, training, and mentorship of new employees, developing leadership and management skills critical for high-growth environments.
- Establishing strong relationships with vendors, service providers, and negotiating favorable terms to improve profit margins and reduce operational costs.

LEADERSHIP & PROFESSIONAL DEVELOPMENT

SEO Career

Atlanta, Georgia

SEO EDGE Participant

December 2024 – Present

- Learn business fundamentals to compete successfully for internship opportunities
- Complete industry-specific training focused on developing technical skills, institutional knowledge, and attention to detail

GEORGIA TECH REAL ESTATE CLUB

Atlanta, Georgia

Undergraduate Vice-President

April 2024 – Present

- Leading partnerships with 4+ real estate firms/organizations, increasing club sponsorships by 15% and expanding access to exclusive industry events for members
- Partnering with the executive board to create and implement a 3-month strategic growth plan, leading to a 50% increase in club membership.
- Facilitating bi-weekly meetings with real estate professionals, enhancing student exposure to industry trends and fostering growth in member participation in networking events.

PROJECT DESTINED

Atlanta, Georgia

Commercial Real Estate Intern

September 2023 – November 2023

- Evaluated the financial feasibility of a live real estate deal, including asset valuation and investment structure for a mixed-use development.
- Executed competitive analysis and market trend research to support investment strategies, helping shape the firm's approach to future projects.
- Delivered an investment pitch and drafted a comprehensive investment memo for leading professionals from Brookfield, Tillman Speyer, and CBRE, receiving positive feedback for potential future partnerships.

OTHER SKILLS & INTERESTS

Affiliations: NAIOP Internship Program, UCREW Cohort (2025), ULI Etkin Scholar

Certifications: Foundations of Real Estate (ULI), Wall Street Prep Excel

Computer: ArcGIS, Bloomberg, Costar, Microsoft, Familiar with Python and HTML

Language: Fluent in Hindi and Urdu, intermediate proficiency in Spanish.

Interests: Personal Development, Project Management, Investing, Sustainability, Yoga

Andy Massingill, P.E.

SUMMARY

I am a licensed professional mechanical engineer (GA, FL, TX) with 16 years of experience spanning commercial property MEP design, property insurance risk/claims/construction litigation consulting and data center consulting.

EXPERIENCE

Amazon Web Services - Data Center Engineer - Colocations

August 2024 - Present

- Support colocation data centers in the Atlanta region through full lifecycle, from design through operations. AWS contracted capacity ranged up to 200MW multi-building campuses.
- Act as owner's representative during construction drawing development and construction of the property.

Microsoft - Data Center Operations Mechanical Subject Matter Expert

February 2023 – August 2024

- Similar to AWS.

Rimkus Consulting Group - Senior Forensic Engineer

January 2018 – February 2023

- Perform root cause analysis of HVAC, fire protection, and building envelope system failures, as well as evaluate construction defects at commercial and industrial properties. Consult as the subject matter expert for insurance adjusters/attorneys on the scope and cause of failure/defect.

FM Global - Account Engineer & Field Engineer

September 2013 – September 2017

- Manage property risk engineering services for 12 commercial property insurance accounts with global locations. Perform property risk audits at high hazard/value occupancies.

Don Penn Consulting Engineer - MEP Project Manager and MEP Design Engineer

May 2009 – September 2013

- Design and draft MEP construction documents for light commercial and

EDUCATION

Baylor University, School of Engineering and Computer Science

Bachelor of Science in Mechanical Engineering (BSME) - Graduated May 2009

Georgia Institute of Technology, Scheller College of Business

MBA Candidate Anticipated Graduation - May 2026

TECHNICAL

- Georgia PE No. 047747, Florida PE No. 93928, Texas PE No. 116935
- Professional coaching in Deposition/Expert Witness and negotiation.

PRANAV MURALIDHARAN

470.240.8543 | Atlanta, Georgia | pranav.muralidharan0@gmail.com
US Citizen | <https://www.linkedin.com/in/pranav-m-atl/>

EDUCATION

Georgia Institute of Technology

B.S. in Business Administration – Finance

- Zell Miller Scholarship (100% Tuition), Dean's List, Faculty Honors, Accel Program

Atlanta, Georgia

May 2025

GPA: 3.85

EXPERIENCE

Raymond James

Investment Banking Summer Analyst

New York, New York

May 2024 – August 2024

- Staffed with full-time analysts on sell-side M&A transaction teams, with exposure to the Diversified Industrials space
- Prepared materials for financial advisory presentations, confidential information memorandums and internal presentations

Selected Transaction Experience:

- *Project Mercedes (Sellside Advisor to Sponsor Backed Water Management Solutions Company)*
 - Responsible for tracking key workstreams, maintaining a contact log for buyer outreach and diligence tracking
 - Contributed to the drafting of fireside chat materials, creating teaser documents for buyer outreach, and the development of CIM, emphasizing deal rationale and growth potential
- *Potential sale of ~\$200MM Specialty Enzymes Company (Corporate Sellside Bakeoff)*
 - Assisted senior bankers in developing pitch materials, creating positioning and buyer universe slides, and performing valuation benchmarking against industry peers
- *Potential sale of ~\$250MM Industrial Automation Company (Sponsor Backed Sellside Bakeoff)*
 - Conducted thorough public comparable and precedent transaction analysis, constructing detailed charts and visuals to support valuation assessments, aiding in senior bankers' recommendations for transaction strategy

FTI Consulting

Corporate Finance & Restructuring Intern

Atlanta, Georgia

June 2023 – August 2023

- Supported business development with distressed situation analyses, preparing pitch materials for new client engagements
- Researched higher education industry, built financial database for distressed institutions, contributed to go-to-market deck

Selected Project Experience:

- *Health Insurance Company* – FTI was engaged as a restructuring advisor to the debtor (management) facing financial distress. Responsibilities included assisting with the long-term cash forecasting, preparation of a cash schematic and utility vendor tracker for the cash management and utilities motions respectively.

Rising Tide Growth Partners

Atlanta, Georgia

Private Equity Analyst Intern

December 2022 – April 2023

- Performed in depth financial and operational due diligence on potential acquisition targets based on investment criteria
- Conducted primary and secondary research to identify niche industries and generated reports on the strength of the industry
- Sourced and qualified 50+ target companies, evaluating CIMs and seller calls for strategic alignment with investment thesis

LEADERSHIP

Georgia Tech Student Foundation Investments Committee

Atlanta, Georgia

Senior Director – Investment Decisions Group, \$2.2MM Endowment

August 2022 – Present

- Lead capital allocation decisions as a senior voting director, achieving a 22.9% return to date on investments during tenure
- Drive weekly discussion of holdings, conduct research and timely portfolio analysis to update and evaluate the portfolio
- Train analysts to pitch and present equities, employing fundamental financial analysis, DCFs, and comparable valuation

Georgia Tech Angel Network

Atlanta, Georgia

Associate

January 2023 – Present

- Source and screen GT alumni startups, creating comprehensive investment memos for the respective companies
- Coordinated pitch events with selected founders and sourced high-quality deals for a group of strategic investors
- Led a smart ring company's deal, securing ~\$300K from angels and facilitating Kleiner Perkins' investment

SKILLS AND INTERESTS

Coursework: Finance & Investments, Financial Accounting, Corporate Restructuring, Financial Modeling, Linear Algebra

Skills: S&P Capital IQ, Bloomberg (certified), Advanced MS Office Suite, HubSpot CRM, MySQL, Python

Interests: Long Distance Running, Formula 1, Slow Burn TV shows, College Football, Travel Photography

KHUSHLEEN SINGH

832-535-8189 • Atlanta, Georgia • ksingh331@gatech.edu
<https://www.linkedin.com/in/khushleen-singh-305ab51b8/>

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business
Bachelor of Science in Business Administration

GPA: 3.5/4.0

Atlanta, Georgia
May 2026

- Concentration: Finance & Minor: FinTech & Industrial Design
- Real Estate Club (Analyst), Construction Club, SMILE (Campus Beautification Co-committee Leader), Consulting Club

RELEVANT EXPERIENCE & PROJECTS

CNC ADVISORS PLLC.

Houston, Texas
May – Aug. 2023

Private Wealth Management Intern (PWM)

Finance & strategy consulting firm, providing high-net-worth client service, proficient in operational research, risk mgmt, & executing investment real estate sales

- Performed balance sheet analysis on \$5M in P&L data, identified key profit drivers, & modeled scenarios targeting 10% growth margin
- Conducted discounted cash flow (DCF) analysis & Monte Carlo simulations, improving property valuation accuracy by 15%
- Cultivated daily relations w/ stakeholders & brokerages to optimize cash flow & capital allocation, boosting cash flow efficiency
- Forecasted demand & prices based on 3-yr oil & gas market trends to optimize client's inventory orders & prevent \$250k in stockouts
- Guided acquisition of 5 high-yield commercial properties using comparative market analysis, capital market research, US census data, & economic/industry trends, expanding private equity portfolio and enhancing long-term asset performance

GATECH, INVESTMENTS

Atlanta, Georgia
Jan. – April. 2024

Investments Portfolio Analytics Report—Top of Georgia Tech Performance w/ Leading Edge Technology

- Managed a diversified moderate-risk portfolio with a top-down strategy, achieving short-term returns of 22.4% in 3 mo.
- Executed cross-asset limit order strategies by analyzing price trends, investor behavior, & tech. signals, leveraging market timing
- Used covariance matrix to compare movement of securities' w/ SPY, identifying undervalued assets delivering higher return w/ less risk
- Automated financial modeling in Excel via Python speeding up decision-making & calculations (HPR, Sharpe Ratio, P/E ratios)
- Evaluated risk-return relationships, optimized hedging strategy by analyzing efficient frontier, minimum variance portfolio, & beta 0
- Delivered weekly macroeconomic-driven investment strategies, integrating US economic data, & current events to refine strategies

GATECH, ADVANCED DATA MANIPULATION

Atlanta, Georgia
Aug. – Dec. 2022

Advanced Data Analytics Project (GUI's, File I/O, SQL, SQLite)

- Leveraged Python (NumPy, pandas, matplotlib) & SQL to execute web scrapping, data cleaning, analysis, & visualization tasks
- Manipulated data from NBA season to generate data visuals & insights, representing relationships b/w player value & performance

ARCRIVAL AGENCY

Houston, Texas
July 2020 – Nov. 2021

Hollister Field Marketing Strategist Intern.

- Led field marketing for Hollister Co., curating 12 immersive pop-up experiences & activating weekly social media + grassroots campaigns to boost brand visibility and embed brand culture
- Managed and cultivated relationships with 8 micro-influencers to direct content creation & push deadlines, leading a 90% success rate
- Analyzed consumer insights from social media data to produce actionable reports, optimizing localized engagement strategies

MAJOR MODEL MANAGEMENT NYC

New York City, New York
Aug. 2021 – Aug. 2024

Fashion Creative Director & International Model

- Led 14 fashion projects per yr. managing finances, cross-cultural communications, & growth strategies across 3 markets w/ teams of 20+
- Demonstrated strong self-advocacy, by negotiating contracts & maintaining relationships w/ leading agencies in TX, LA, & NYC markets leading to multiple opportunities
- Cultivated & managed strong client relationships w/ top fashion brands like Maybelline, through monthly global travel & networking while balancing a full class load

LEADERSHIP

ZETA TAU ALPHA FRATERNITY

Atlanta, Georgia
Sept. 2021- Sept. 2023

Pledge Class of 2021 VP of Finances & Assistant Historian

- Created social media campaigns 2-3x per week to showcase organizational values & events, driving a 40% engagement rate
- Managed a \$50k annual budget, reallocating \$10k towards enhancing member development & sisterhood events
- Planned cross-cultural events with the Panhellenic council through active partnership on inclusion initiatives
- Implemented a new expense tracking system via Excel, leading to refinancing of a \$200k loan, reducing interest payments by 15%

SKILLS/INTERESTS

Languages: Fluent in Hindi, Punjabi, & Spanish

Technical Skills: iMovie, Adobe Creative Suite, JavaScript, Python, SQL, Java, JavaFX, Slack, Web/App design, Bloomberg, Salesforce, Argus, Tableau, & Certified in (MS office) Microsoft Word, Excel, & PowerPoint

Skills: Investment management, commercial real estate, strong presentation skills, financial analysis, statistics, business development, client relationship mgmt, value creation, problem solving, networking, negotiation, collaboration, intellectual curiosity, private banking, problem-solving, entrepreneurial, self-motivated, detail-oriented, & design



ASSATA BLACK

(770) 378-2052 • assatablack1@gmail.com • <https://www.linkedin.com/in/assatablack>

Education

Georgia State University, J. Mack Robinson College of Business

Master of Science, Commercial Real Estate

Atlanta, GA

Expected June 2025

Leadership: Co-President, Graduate Business Association,

Dr. Colquitt L. "Buck" Chandler, Jr. Memorial Scholarship recipient

Executive Board Member, Atlanta Neighborhood Development Partnership

Howard University, School of Business

Bachelor of Business Administration, Marketing

Washington, DC

May 2020

Leadership: Bison Buddies - student tutoring, School of Business Student Council

Experience

NCGROWTH, UNC KENAN-FLAGLER BUSINESS SCHOOL

Business Analyst

Part time, Remote

December 2024 - Present

- Conduct landscape analyses and stakeholder interviews to inform strategies for equitable economic growth in underserved communities.
- Develop actionable recommendations for community development initiatives, ensuring alignment with economic inclusion goals.
- Collaborate with local governments and nonprofits to assess community assets, identify economic opportunities, and advance economic wealth equity.

FIRMSPACE (Flexible Office Space)

Membership Sales Manager

Atlanta, GA

October 2023 - March 2024

- Implemented analytics reporting systems to track key metrics and insights, facilitating data-driven decision-making.
- Fostered strategic partnerships with online aggregators and vendors to drive occupancy rates and revenue streams.
- Collaborated with cross-functional teams to ensure alignment and transparency, maximizing operational efficiency.
- Hosted engaging events to foster community engagement and brand loyalty.
- Led full sales cycle, from proposal to contracting phase, employing effective sales strategies to secure renewals.
- Maintained budget oversight and facility management responsibilities, ensuring financial efficiency.
- Implemented outside sales strategies to expand referral pipelines and drive business growth.
- Utilized softwares similar to Yardi and MRI to track and influence occupancy.

VENTURE X (Flexible Office Space)

Director Sales & Marketing

Arlington, VA

January 2022 - October 2023

- Spearheaded strategic initiatives during lease-up phase, achieving property stabilization within 18 months.
- Developed and implemented standardized operating procedures to ensure seamless coordination between sales and operations, enhancing overall efficiency.
- Leveraged proactive prospecting techniques to engage potential clients, securing new memberships and increasing client retention.
- Cultivated strong partnerships with local businesses, chambers, and professional communities to enhance property visibility and build robust referral networks.
- Orchestrated compelling digital and print marketing campaigns, strategically highlighting property offerings to over 2,000 households and 25,000 unique potential clients.
- Utilized softwares similar to Yardi and MRI to track and influence occupancy.
- Utilized online platforms like CoStar/Loopnet to optimize property's online presence, increasing visibility and generating high-quality leads.
- Formed strategic alliances with online aggregators and building tenants, driving occupancy rates and boosting meeting room revenue.
- Implemented conversion strategies, transitioning virtual memberships into physical office spaces and increasing occupancy by 30% within 12 months.
- Maintained transparent communication through monthly newsletters, fostering a strong sense of community among clients and stakeholders.
- Increased social media following on LinkedIn by over 300%, enhancing brand's online engagement.
- Sponsored engaging community learning seminars focused on minority and wellness programming, contributing to tenant satisfaction and retention.
- Awarded "Top Salesperson" company-wide within eight months, recognizing outstanding sales performance and client acquisition efforts.

AT&T

Client Solutions Executive

Dallas, TX

May 2021 - August 2021

- Engaged in the Business to Business Sales Program, cultivating a robust book of business through strategic relationship building.
- Delivered tailored business solutions to clients, leveraging data insights to address economic disparities in service access.
- Engaged clients with a focus on expanding digital inclusion and equitable technology access.

WESTERN STONE & METAL CORPORATION - SHANE COMPANY

Luxury Sales Consultant

Atlanta, GA

June 2020 - May 2021

- Exceeded sales targets by leveraging consultative selling techniques to meet diverse client needs.
- Cultivated lasting relationships to build trust and loyalty among customers.

THE JFK CENTER FOR PERFORMING ARTS - RESTAURANT ASSOCIATES

Events Coordinator

Washington, DC

December 2018 - December 2019

- Managed contracts exceeding \$500K in revenue, delivering over 20 successful large-scale events with meticulous attention to logistics and client satisfaction.
- Demonstrated organizational expertise, rapidly advancing to the Events Coordinator role within 9 months.
- Facilitated stakeholder engagement and event planning to ensure alignment with community and organizational goals.

DYSON

Sales Consultant

Arlington, VA

May 2019 - August 2019

- Directed branding efforts by creating captivating in-store displays, promoting product features and benefits.
- Engaged customers through product demonstrations, generating monthly revenue exceeding \$1,000 in weekly sales.
- Demonstrated a consistent track record of exceeding sales targets through innovative sales techniques and exceptional customer service.

Colleen English

Profile

Commercial Real Estate Acquisition Analyst with expertise in market research, financial analysis, and seamless integration of acquired properties. Proven ability to evaluate property valuations, operating statements, and market trends. Collaborative team player with a keen awareness of local real estate market conditions, economic trends, and industry developments. Adept at driving successful acquisitions through strategic insights and recommendations.

Address

Atlanta
United States

Email

Cenglish10@student.gsu.edu

Phone

770-337-3557

Skills

Microsoft Office
Underwriting
RedIQ
ARGUS

Languages

English

Employment History

Acquisition Analyst at Titan Capital Real Estate Investment, Atlanta

May 2022 – Present

- Conduct thorough market research and analysis to identify potential properties for acquisition in the commercial real estate sector.
- Evaluate financial data, including property valuations, operating statements, and market trends, to assess the feasibility and profitability of potential acquisitions.
- Work closely with cross-functional teams, including finance, and property management, to facilitate seamless integration of acquired properties into the company's portfolio.
- Stay informed about local real estate market conditions, economic trends, and industry developments to provide insights and recommendations.

Administrative Assistant at Nathan's Driving School, Atlanta

October 2020 – May 2022

- Provided administrative support to a more than 20-person team.
- Screened 100+ calls daily for administrative duties, client acquisition, and support.
- Managed all meetings and scheduling duties for the entire company.
- Provided excellent customer service for existing and potential customers.

Education

Georgia State University

Master of Science - MS, Commercial Real Estate

July 2025

Georgia State University

Bachelor of Business Administration - BBA, Managerial Sciences

May 2023

- Graduated Summa Cum Laude with a 3.95 GPA
- Awarded: Zell Miller Scholarship, Pioneer Founders and Leaders Scholarship, Mills B. Lane SR. Bank of America Scholarship

Natalie O. Garvey7709126358 | ngarvey1@student.gsu.edu<https://www.linkedin.com/in/nataliegarveyb2578b63/>

Driven and detail-oriented aspiring real estate professional with a strong academic foundation in commercial real estate. Seeking to apply analytical skills, industry knowledge, and a deep passion for real estate to contribute meaningfully to this firm. Eager to add value through strategic insights and a collaborative mindset while gaining hands-on experience in the commercial real estate sector. Committed to upholding the firm's standards of excellence and fostering a dynamic, team-oriented workplace environment.

EDUCATION

| | |
|--|--------------------|
| Georgia State University, J. Mack Robinson College of Business | Atlanta, GA |
| Master of Science, Commercial Real Estate | Summer 2025 |
| Relevant Courses: CRE Foundations, CRE Law & Negotiations, CRE Asset Management, CRE Financial Modeling, CRE Market Analysis, CRE Finance | |
| Awards: Dr. Colquitt L. "Buck" Chandler, Jr. Memorial Scholarship Endowment | |
| Bachelor of Business Administration, Real Estate | |
| Relevant Courses: Organizational Management, Business Analysis, RE Finance, RE Development, RE Investments, RE Asset Management, RE Market Analysis. | |
| Awards: Dean's List Fall 2023, John Cowart Scholarship for Real Estate. | |
| Georgia State University, Perimeter College | Atlanta, GA |
| Associate of Arts | Spring 2021 |
| Relevant Courses: Professional Writing for Business. English Composition. | |
| Awards: Dean's List Summer 2020. | |

WORK EXPERIENCE

| | |
|---|--------------------|
| Georgia State University, J. Mack Robinson College of Business | Atlanta, GA |
| Graduate Research Assistant, Real Estate Department | 2025 |
| <ul style="list-style-type: none"> Collected, organized, and managed quantitative and qualitative data for faculty-led research projects in commercial real estate. Ensured data accuracy and integrity through meticulous entry, verification, and preliminary analysis to support academic research findings. | |
| Enterprise Mobility | |
| Reservations Specialist/Reservations Management Trainee | |
| <ul style="list-style-type: none"> Cooperated with reservations and fleet management teams, sharing best practices, and facilitating cross-functional collaboration. Compiled reports on reservation metrics and customer feedback, sharing insights aiding in decision-making. Leveraged technology to analyze data and identify trends, managing strategic planning and resource allocation. Collaborated with team members to identify and implement process improvements, enhancing overall operational efficiency. | |
| David Yurman | Atlanta, GA |
| Operations/Trainer | 2013-2014 |
| <ul style="list-style-type: none"> Bolstered the development and maintenance of comprehensive training manuals and resources, providing employees with accessible and current learning materials. Conducted hands-on demonstrations to familiarize new hires with the retail environment and product offerings. Implemented cross-training initiatives to enhance team versatility and ensure staff could effectively fulfill various roles within the store. Ensured training content adhered to company policy, industry regulations, and best practices ensuring maintenance of compliance and operational excellence. | |
| Claire's Inc | Atlanta, GA |
| Store Manager | 2011-2013 |
| <ul style="list-style-type: none"> Collaborated with area and regional management to identify training needs and tailor programs to address specific skills gaps, resulting in an overall 30% increase in sales revenue. Analyzed Performance Metrics of teams and created actionable plans resulting in team members achieving both team and personal goals/bonuses. Designed and implemented comprehensive training programs for new hires and existing employees. Improved operational efficiency and skill levels across the team. Led onboarding process accelerating employee acclimation and reduced turnover rates. Facilitated workshops and meetings focused on customer service skills, team dynamics, conflict resolution, and POS training. | |

LEADERSHIP AND EXTRACURRICULAR ACTIVITIES

| | |
|---|--------------------|
| The Commercial Real Estate Group at GSU | 2022 - 2025 |
| Member | |
| <ul style="list-style-type: none"> Attended weekly guest speaker events and internal workshops covering career advice, industry trends, and financial modeling. Participated in new construction property tours with developers to learn about the ground-up process in Atlanta. Contributed to weekly discussion materials and presented ideas on market trends, company briefs, and unique case studies. | |
| NAIOP | |
| Member | |
| <ul style="list-style-type: none"> Engaged in workshops and discussions covering market trends, development strategies, and investment insights. | |
| Team Member | |
| <ul style="list-style-type: none"> Competed in NAIOP Case Competition. Represented Georgia State University. | |
| International Council of Shopping Centers | |
| Member | |
| <ul style="list-style-type: none"> Attended Southeast Regional Conference including guest speaker panels and internal workshops covering career advice, industry trends, and state of economy for retail real estate. | |

SKILLS, CERTIFICATIONS

Certifications: Argus Tools: Microsoft Excel, Microsoft PowerPoint, Google Slides Skills: Business and Data Analysis, Financial Modeling, Project Management, Problem-Solver, Excellent Communication, Interpersonal, Team Collaboration, Leadership

Joshua C. Gentry
2234 Saluda Ln | Acworth, GA 30101 | 404-771-1967 | joshua.c.gentry00@gmail.com

EXPERIENCE

CIM Group

Senior Project Manager (February 2024 - Present)

- Oversee Landlord projects and tenant improvements for Centennial Yards mixed-use Development.
- Define project strategies, underwrite, establish schedules and priorities, and execute plans.
- Create and maintain budgets, project cashflow reports, and schedules for tenant improvement.
- Contract and direct consultants, architects, engineers, and general contractors.
- Collaborate internally and provide status updates to Leasing, Investments, and Portfolio teams.

RUBENSTEIN PARTNERS

Project Manager (June 2023 – February 2024)

- Manage redevelopment and capital projects for the Atlanta Office and Retail Portfolio.
- Provide tenant coordination service, review and approve construction plans, and assist in project management.
- Track lease obligations to include notices, landlord deliverables, tenant design, and commencement dates.

NEWPORT REAL ESTATE

Development Manager (May 2022 – June 2023)

- Managed all adaptive re-use tenant improvements in the mixed-use development portfolio.
- Delivered and turned over 8,500sf of turnkey office space and opened (2) restaurants.
- Conducted pre-development/design for a 10,000sf retail building and 30,000sf roof top restaurant.
- Reviewed and modified lease work exhibits and provided schedules, cost analysis, and budgets.
- Performed site/property due diligence, zoning compliance, geotech, and environmental studies.

FRANKLIN STREET

Project Manager (May 2019 – May 2022)

- Completed eighty-three regional projects in the Southeast, Southwest, Midwest, and Northeast.
- Managed over \$45 million in project costs in retail, cannabis/pharmaceutical, and industrial construction.
- Directed a ground-up roll-out program, including site due diligence, design, schedules, and budgets.
- Coordinated with civil engineers and local municipalities to interpret zoning, building, and permitting codes.
- Tracked project costs and created cash projections to meet proformas and financial milestones for clients.

SITE CENTERS

Tenant Coordination Project Manager (September 2017 – May 2019)

- Oversaw construction projects in sixty-five shopping centers in Florida, Texas, and Colorado.
- Managed Big Box retail projects to include Party City, Ross, Bealls Outlet, and Five Below.
- Interfaced with Leasing and Property Management to execute Tenant Improvement strategies.

UNITED STATES COAST GUARD RESERVES

Chief Petty Officer - (April 2005 -Present)

- Team Leader responsible for executing search and rescue and maritime operations.
- Program Manager for Rescue Survival Equipment, Armory, and associated training.
- Planned and coordinated logistics for federal and state agency maritime operations.

EDUCATION & PROFESSIONAL DEVELOPMENT

GEORGIA STATE UNIVERSITY

- *Master's in Science of Commercial Real Estate*
- *Graduate July 2025*

AUBURN UNIVERSITY

- *Master of Business Administration, 3.5 GPA.*

COLORADO TECHNICAL UNIVERSITY.

- *Bachelor of Science in Criminal Justice, 3.94 GPA.*

CORNELL UNIVERSITY

- *Commercial Real Estate Certificate*
- *Hotel Real Estate Investments and Asset Management Certificate*

KENNESAW STATE UNIVERSITY

- *Project Management Certificate*

Alfonzo Hilliard III

funzo.3.hilliard@gmail.com | 678-347-0896 | [LinkedIn](#)

OBJECTIVE

Motivated graduate student with a background in business administration, seeking opportunities to drive operational efficiency and strategic growth in commercial real estate or corporate management.

EDUCATION

| | |
|---|---------------------------|
| Georgia State University | August 2024 - May 2025 |
| Master of Science; Commercial Real Estate | |
| GPA: 3.9 | |
| Young Harris College | August 2020 - August 2024 |
| Bachelors of Business Administration | |
| Minor: Communication Studies | |
| GPA: 3.49 | |
| Academic Honors: Presidential Honor Roll (2020-2021, 2021-2022, 2023-2024) | |

SKILLS SUMMARY

Technical Skills: Argus Certified, Microsoft Office (Excel, PowerPoint, Outlook), Adobe Photoshop, Procreate, Data Analysis

Soft Skills: Communication, Leadership, Critical Thinking, Project Management, and Relationship Building

PROFESSIONAL EXPERIENCE

| | |
|--|--------------------------|
| Young Harris College Athletics Department | August 2021 – May 2024 |
| <i>Assistant to Athletic Director/ Gameday Associate</i> | |
| Assisted the Athletic Director in overseeing program operations, setting targets for productivity and safety, coordinating event logistics, and fostering team engagement and athlete loyalty through proactive support. | |
| Macerich Property Management | May 2023 – August 2023 |
| <i>Intern</i> | |
| Researched tenant concepts, presented income proposals to executives, supported rent optimization, participated in cross-functional meetings, and analyzed REA and construction contracts. | |
| Academy Sports | May 2021 – August 2021 |
| <i>Cashier and Team Lead</i> | |
| Managed facility operations, assisted visitors, maintained records, boosted productivity, and led ticket sales, handling large transactions responsibly. | |
| TALON | August 2019 – March 2020 |
| <i>Office Assistant</i> | |
| Managed administrative tasks, scheduled meetings, handled accounts, and served as main customer contact, achieving role proficiency within one month. | |

LEADERSHIP AND INVOLVEMENT

Yovani Leon

Yleon2@student.gsu.edu | 470.290.9152 | www.linkedin.com/in/yovani-leon-4046823b

EDUCATION

Georgia State University, J Mack Robinson College of Business - GPA: 3.62

Atlanta, GA

Major: Bachelor of Arts/Science, Finance

Graduation: December 2020

Minor: Real Estate

Georgia State University, J Mack Robinson College of Business

Atlanta, GA

M.S Commercial Real Estate (In Progress)

August 2024 – July 2025

EXPERIENCE

The Davis Group

Land & Acquisitions Analyst

Alpharetta, GA

April 2021– December 2022

- Played a key role in the full cycle of the ground up commercial real estate development process, including site selection, feasibility analysis, and asset disposition.
- Active in all asset classes with a primary focus on Mixed-Use and Self-Storage projects in urban, infill markets.
- Assisted in comprehensive due diligence, including planning and zoning research, analysis of comprehensive plans, title and survey review, third-party reports such as environmental.
- Gathered, compiled, and analyzed market data to identify potential development opportunities, and prepared market reports that provided insights on proposed acquisitions.
- Conducted underwriting, financial modeling, and risk assessments, utilizing proprietary models to evaluate site and project viability.
- Built and maintained strong relationships with brokers across the Southeast enhance deal flow.
- Monitored and reported on the status and progress of proposed development transactions. Established timelines and deadlines for tasks and activities related to the proposed transaction. Identified and effectively addressed issues or problems that could otherwise adversely affect closings.
- Maintained a proactive approach to analyzing market trends, regularly reviewing a county's planning documents and future infrastructure projects to identify potential development opportunities before they reached the market.
- Assisted in asset disposition, preparing offering memorandums, and overseeing closing activities.
- Utilized Yardi, CoStar, and ESRI GIS to conduct in-depth market research and identify prime acquisition opportunities.

Geosam Capital

Duluth, GA

Real Estate Analyst

January 2023- December 2023

- Monitored and analyzed existing investments in company portfolios, providing detailed reports on developments and performance metrics.
- Developed financial models to evaluate investment opportunities and support decisions-making processes.
- Conducted market research, financial modeling, and due diligence for acquisitions and divestitures across various asset classes.
- Assisted the team in investigating new investment opportunities across various asset classes and industries.
- Researched strategies for investing in and developing residential and commercial real estate, considering factors such as zoning, taxes, and neighborhood demographics.
- Prepared investment memos, business plans, reports, and presentations to communicate findings and recommendations for new acquisitions and ongoing developments.

Key Projects

- Providence at Pooler: Managed market research and feasibility analysis for a +/- 40-acre-mixed-use development. Assisted in drafting LOIs and PSAs and collaborated with local officials and stakeholders to align the project with Pooler's comprehensive growth plan.
- Davis Alpharetta: Conducted rent comps and competitive market analysis for a self-storage development project in Alpharetta, GA. Regularly visited the site to monitor construction progress and validate pro forma projections against market data.
- The Randall at Orangetree: Supported the development of a +/- 50-acre-mixed-use project, including retail, residential, and commercial spaces.
- Arbors at Silver Trail: +350-acres Residential Development in Paulding County, Georgia. Consisting of 560 residential lots.
- Mallory Park: +25-acres in the City of South Fulton, Georgia. Second Phase of the community, consisting of 134 townhome lots.
- Garden Walk: City of Jackson. Developed for 132 single-family lots.

LEADERSHIP & PROFESSIONAL DEVELOPMENT

ICSC Member, ULI Member, NAIOP Member

Other Affiliations: GSU Commercial Real Estate Club Organization, Atlanta Student Investors Club.

Certifications: ARGUS University Certified, Bloomberg Certified, Real Estate Financial Modeling Certified, A. CRE Accelerator Certified, NPDES Level 1A Certified.

SKILLS & SOFTWARE

Technical Expertise: Investment Analysis, Market Research, Financial Modeling, Due Diligence, Zoning and Land Use expert, Entitlement Research, Feasibility Studies, Contracts and Agreements.

Software Proficiency: Microsoft Applications Advanced (Excel, Word, PowerPoint & Outlook), Co-Star, Yardi Matrix, ESRI GIS, Zonda, Market Nsight, Bluebeam Software, Adobe Acrobat, ARGUS.



DARRELL MARTIN

PROJECT MANAGER/ ANALYST

PROFILE

Accomplished Air Force Veteran and Project Manager with over 5 years of experience in project management, focusing on development projects and tenant improvements. Successfully managed projects ranging from historical restorations to ground-up construction, with budgets spanning \$50,000 to \$70 million. Expertise in utilizing Procore, Microsoft Projects, Microsoft Excel, and Revit for digital takeoffs. Proven ability to drive results, streamline processes, and secure contracts. Currently pursuing a General Contractor License and holding a Master's in Construction Management.

CONTACT

GSUDMARTIN22@GMAIL.COM

www.linkedin.com/in/darrell-martin-creighton404-786-6914

EXPERIENCE

MarHill Consultants

Project Manager

2022 – Present

- Secured Business Development Opportunities
- Managed subcontractors, and Scheduled Material
- Contract review and negotiations
- Preconstruction
- AIA A101/ Exhibits/Geotechnical Review/1099/WC/GL
- Produced Estimates
- Verify all permits are approved, including LDP, building, zoning, and environmental permits
- project schedules and monitored progress, ensuring timely project delivery.
- QA/QC – drawing review/ site visits
- Entitlements & Approvals
- Vendor Screening, Invitation to Bid, Bid Reviews, and estimates
- Value Engineering
- Contractor & Vendor Selection
- Change Order approval/denials.

APC

Project Manager

2021 (6 months)

- Supported Senior Project Manager
- Supported General Contractor with ground-up Multifamily, Single Family, and Hotel.
- Assisted Project Manager with erosion controls, site prep, fencing, lot clearing
- Collaborated with local authorities to remove squatters.
- Scheduled trades and inspections
- Traveled to other projects to report on projects

Cole D. Paschall

Atlanta, GA ◆ (404) 877-8460 ◆ colepaschall7@outlook.com

EXPERIENCE

Toll Brothers

Construction Manager

Atlanta, GA

Jan 2023 – Present

- Inspect on-site jobs in process and complete construction cycle of single-family and townhome lots
- Approve sub-contractor invoice and obtain necessary permit for required building material
- Oversee pre settlement inspection and collaborate with sales team for smooth buying process for homebuyers
- Strong understanding of residential and commercial building code to uphold standards of municipal inspectors

Land Acquisition Analyst

- Perform sophisticated land use and financial analysis

June 2021 – Dec 2022

- Conduct extensive comparative market research in the metro Atlanta market

- Participate in due diligence process, including concepts in land planning, utility system and title analysis

- Prepare land analysis packages for land committee to evaluate financial viability

Georgia State's Student Managed Investment Fund

Atlanta, GA

Chief Investment Officer

Jan 2021 – May 2021

- Oversee a portfolio worth more than \$900,000 with the goal to increase value within investment guidelines
- Responsible for establishing the meeting agenda, chairing meetings, and assigning research tasks
- Collaborate with senior analyst to develop in depth consultative stock pitches
- Work with faculty advisors to execute equities transactions

Chief Economic Analyst

Jan 2020 – Jan 2021

- Prepared economics reports for weekly meetings and informed members of global economics trends
- Developed wide range of valuations and models for equity analysis
- Assisted the Chief Investment Officer in a strategy to adopt on the stock market

CityScape Housing

Atlanta, GA

Real Estate Intern

May 2019 – Sep 2019

- Engaged in site meetings to gain knowledge on real estate development
- Consolidated invoice filing system and managed vendors' contacts and contracts
- Developed budget and expense reports

EDUCATION

Georgia State University — J. Mack Robinson College of Business

Atlanta, GA

Master of Science in Commercial Real Estate (Currently Enrolled)

August 2024 – July 2025

Georgia State University — J. Mack Robinson College of Business

Atlanta, GA

Major: Finance & Real Estate, BBA

August 2017 - May 2021

Relevant Coursework: Fundamental of Valuations, Real Estate Investment Analysis, Real Estate Development, Financial Modeling, Real Estate Asset Management, Real Estate Market Analysis, Portfolio Management Practicum & Strategic Management

Scholarships: HOPE Scholarship, UPS Earn to Learn

Certifications: ARGUS Enterprise Certification, Bloomberg Market Concepts, REFM Level 1,2,3

PROJECTS & ORGANIZATIONS

Real Estate Investment Analysis Class

Property Analysis Report

Feb 2025

- Authored executive summary and property description to illustrate property attributes

- Researched office market conditions and predicted points in the market cycle

- Authored a financial summary and performed a pro forma to confirm financial feasibility

Georgia State Commercial Real Estate Group

Atlanta, GA

- Provided resources used to gain knowledge in commercial real estate and to help students network

August 2024 – Present

TECHNICAL SKILLS & INTEREST

Computer: Microsoft Office (Excel, Word, PowerPoint, Teams, Outlook), Bloomberg Terminal, Zoom, Webex

Interests: Investing, Building Computers, Sports, Physical Fitness

Sahil Patel

sahilpatel211@gmail.com

(706)-499-9559

EDUCATION

Georgia State University, Atlanta, GA July 2025

- **Major:** Master of Science in Commercial Real Estate
- **GPA:** 4.0

The University of Georgia, Athens, GA May 2022

- **Major:** Bachelor of Business Administration in Economics

PROFESSIONAL & RELEVANT EXPERIENCE

Metz-Kelly, *Debt Analyst*, Alpharetta, GA May 2024 – Present

- Prepared comprehensive loan packages for lenders, including underwriting analyses, market research, and borrower profiles, to facilitate credit decisions
- Structured and negotiated debt financing solutions for commercial real estate transactions, including acquisition, refinance, and construction loans
- Sourced lender relationships across banks, credit unions, bridge lenders, and agency lenders to secure the most competitive financing options.
- Conducted financial analysis, underwriting, and stress testing to determine optimal leverage and loan terms for clients
- Supported the loan origination process from term sheet negotiation through closing, ensuring seamless execution for borrowers

Metz-Kelly, *Intern*, Alpharetta, GA February 2024 – April 2024

- Supported the acquisitions team in drafting investment memos, presentations, and other communication materials for internal and external stakeholders
- Performed underwriting analysis to assess the financial viability and risk profile of potential acquisition targets
- Conducted market research and analysis to identify potential acquisition targets, utilizing databases and industry reports to evaluate vacancy, absorption, and comparable sales and rents
- Monitored capital markets and financing trends to assess debt structuring options and interest rate impacts on underwriting

Veryable, *Business Development Associate*, Alpharetta, GA September 2022 - February 2023

- Configured spinning equipment for the 3D-printed frames to spin fibers for scaffolds
- Researched companies on the district's growth plan and developed strong POVs for value creation
- Conducted market research to stay current on industry and market trends and tailored approach to remain competitive
- Created materials for new and existing users, persuasively educating them on value creation opportunities

Training Vision Institute, *Strategy Analyst Intern*, Remote May 2021 – August 2021

- Conducted research and due diligence on new markets, customer segments, and clients
- Created presentations for C-Suite executives to display my research and analysis
- Planned and supported new outreach initiatives to drive in new customers

Terry Business Case Competition, *Team Captain*, Athens, GA February 2021

- Presented a 2nd place pitch to a panel of professionals and won a \$450 cash prize
- Designed a multi-channel digital strategy to drive Hispanic awareness and interest to target.com
- Presented our research and suggestions to a panel of 10+ industry professional judges

LEADERSHIP EXPERIENCE

Delta Epsilon Psi National Service Fraternity, Inc., *Treasurer*, Athens, GA April 2021- May 2022

- Created a budget for all events the fraternity hosts in the school year including service and social events
- Audited membership dues, receipts, and club transactions accurately to ensure there are no discrepancies
- Increased revenue by 15% through hosting fundraising events and working concessions

CERTIFICATIONS

- Argus Enterprise Certification

Gerald Robison

Robisonger@gmail.com / Mobile: (404) 931-1347
<https://www.linkedin.com/in/Gerald-Robison/>

EDUCATION**Georgia State University, J. Mack Robinson College of Business, Atlanta, GA**

Master of Science in Commercial Real Estate - July 2025

- Awards: Dr. Colquitt L. "Buck" Chandler Jr. Scholar and Award Recipient.

University of South Carolina, Columbia, SC

BSBA in Business Economics; Concentration in Psychology - May 2023

- Honors College Student on Scholarship | Completed Two Research Papers in Tenure | Studied Abroad in Madrid.

SPECIAL SKILLS

- Technical Skills: Microsoft Excel & PowerPoint | Argus certified | Investment & Development underwriting
- Debate Team Captain| GA Debate 2x state champion & Worlds tournament placement | Fluent in Spanish
- NAIOP National Developing Leader Forum Member & National Council Member

WORK EXPERIENCE**BROOKFIELD PROPERTIES**

Atlanta, GA

Investment Strategy Analyst

July 2024 - Present

- Lead logistics investment strategy team through selection of target markets and 60+ markets in North America. Gather data and aid in preparation of presentations for various funds, boards, investors, and industry groups.
- Advised acquisition, development, and portfolio management teams using supply/demand, economic, and other demographic trends from different sources including bespoke dashboards and GIS models.
- Create, maintain, and manage machine learning models for rent and net absorption on a national and market level achieving accuracy within 1% of actuals quarters in advance, now deployed for all underwriting assumptions in North America.
- Monitored U.S. and global trends impacting real estate logistics, delivering insights to global teams and executives through a monthly dashboard, refining tools and narratives to communicate key risks and opportunities to senior management.
- Designed tools and conducted market due diligence for new acquisitions and developments using GIS systems, evaluating labor, economic, and demographic demand drivers to assess property competitiveness and inform investment strategies.

MARCUS & MILLICHAP

Atlanta, GA

Investment Sales Associate

June 2023 - June 2024

- Created relationships and prepared investment sales advisory packages for transactions totaling over \$100M by conducting in-depth research, building detailed financial models, and drafting executive summaries to drive investment decisions.
- Secured over 95,000 SF of listings and closed transactions totaling more than 30,000 SF within first three months, demonstrating initiative and ability to source opportunities in a fast-paced environment.
- Applied advanced database skills to extract and analyze data, supporting trend identification, deal underwriting, and preparation for investment valuations and market due diligence.
- Executed thorough reviews of real estate documents-including leases, loan agreements, and appraisals-to assess risks, advise on mitigation strategies, and ensure alignment with investment goals and BOV analysis.

AMAZON

Memphis, TN

Operations and Supply Chain Management Intern

Summer 2022

- Collaborated closely with supervisors weekly to creatively problem solve and make flexible strategies for anticipated challenges and irregular demands, mitigating risks and ensuring alignment with operational goals.
- Developed a deep understanding of operational processes to pinpoint improvement opportunities, bridging communication between frontline teams and management to address inefficiencies and enhance performance.

ADESIDE SIPASEUTH

Buckhead, GA 30305 | adesidework@gmail.com | (470) 659-5763 | www.linkedin.com/in/adeside

EDUCATION**Georgia State University***Master of Science – Commercial Real Estate*

The Fulbright U.S. Student Program (Fulbright Scholarship)

Atlanta, GA

August 2024 - July 2025

GPA: 4.23 / 4.30

Massey University*Master of Construction – Construction Project Management*

Manaaki New Zealand Scholarships

Auckland, New Zealand

March 2021

GPA: 3.63 / 4.00

National University of Laos*Bachelor of Architecture – Building Technology*

Vientiane, Laos

August 2016

GPA: 3.11 / 4.00

PROFESSIONAL EXPERIENCE**Asia Investment, Development & Construction Sole Co., Ltd**

Vientiane, Laos

Business Development Manager Assistant (Real Estate & Construction)

Full-time: July 2023 - July 2024

- Played a key role in developing four hotel projects (3-, 4-, and 5-star), overseeing all aspects related to project management of the project, including budget assessments, design adjustments, and contract administration.
- Represented the development manager in critical meetings, proactively resolving on-site challenges, tracking construction progress, and ensuring time, cost and quality of the projects are met.
- Led cross-functional collaboration with designers, contractors, hotel brands, and suppliers to streamline procurement, finalize FFE & OSE selections, and drive successful pre-opening strategies.

Archineer Associates

Vientiane, Laos

Head of International Project Management Department

Full-time: January 2022 - July 2023

- Led cross-functional teams in designing and constructing commercial projects, including hotels, hospitals, factories, and office buildings, collaborating with international and domestic organizations, including the United Nations - (UNOPS).
- Managed stakeholder coordination, bridging owners with designers, consultants, and contractors while ensuring project managers fulfilled their roles effectively.
- Supported executive decision-making, assisting the CEO in business development, contract administration, financial claim verification, and critical negotiations for new projects.

Phongsabthavy Group

Vientiane, Laos

Project Manager Assistant

Full-time: April 2021 – January 2022

- Oversaw construction projects in hydropower and real estate, working closely with contractors and consultants to monitor progress and resolve site challenges. Acted as a main coordinator, serving as the key contact for all project stakeholders.
- Led contract and procurement support, assisting in drafting construction agreements, sourcing international vendors, and evaluating contractor and supplier performance.

SELF-EMPLOYED (AFTER-WORKING-HOUR) EXPERIENCE**Self-Employed - Personal Consultant for Residential Project Development**

Vientiane, Laos

Architectural Designer, Estimator & Project Manager

Part-time: April 2021 - July 2024

- Designed and developed residential projects, creating architectural drafts, architectural 3D models, and securing construction permits to streamline approvals.
- Led end-to-end project management, overseeing scheduling, budgeting, and quality control to ensure timely and cost-effective project completion.
- Provided personalized consulting, advising homeowners on project feasibility, material selection, and construction strategies to optimize quality, time, and cost.
- Executed cost estimation and procurement, performing detailed quantity take-offs, managing budgets, and negotiating material purchases for maximum efficiency.
- Acted as the owner's representative, coordinating with contractors, monitoring site progress, and proactively resolving construction challenges to maintain project integrity.

SKILLS**Technical – Real Estate:** Argus Enterprise | A.CRE Modelling | Excel Modelling.**Technical – Construction:** Microsoft Project (Scheduling) | Sketch Up (3D Modelling) | AutoCAD (Architectural Drafting).**Microsoft Office:** Microsoft Office Word | Excel | PowerPoint.**Graphic Design:** Canva**Language:** English – Proficient | Thai - Proficient | Lao – Proficient**LICENSES & CERTIFICATION**

ARGUS Enterprise® Certified Professional

December 2024

PUBLICATIONS**Massey University - Published Conference Paper**

Auckland, New Zealand

Topic: Predominant Causes of Delays within the New Zealand Construction Industry: Residential and Commercial. February 2022

ELIJAH H. YANG

elijah.h.yang@gmail.com | 770-862-1549

EDUCATION & CERTIFICATION**GEORGIA STATE UNIVERSITY, ROBINSON COLLEGE OF BUSINESS**

August 2024 – Present

- Masters of Commercial Real Estate – GPA: 4.0

EMORY UNIVERSITY

December 2012

- Bachelor of Arts, Economics – GPA: 3.3

ARGUS SOFTWARE CERTIFICATION**EXPERIENCE****YWK LOGISTICS**

Internal Consultant - Transaction Advisory

August 2022 – Present

- Provide strategic recommendations to ownership to optimize deal structure and enhance value
- Manage preparation of information memorandums and pitch decks to attract potential buyers
- Review data-books, financial models and valuation reports prepared to support the firm's transaction strategy
- Engage with potential buyers addressing inquiries and providing confidence throughout the transaction

CORTLAND PARTNERS

Acquisitions Associate

August 2021 – July 2022

- Closed over \$2.6 billion worth of acquisitions and underwrote 65+ investment opportunities
- Created advanced models used to underwrite and analyze returns for potential real estate investment opportunities
- Created and maintained the firm's weekly pipeline report which outlines all the firm's transaction activities
- Lead as a transactions project manager for all acquisitions and dispositions deals to provide external third parties with due diligence request items
- Coordinate with capital markets team to strategize on the firm's acquisition and disposition activity

Assistant Fund Controller

January 2021 – August 2021

- Oversaw the preparation of non-audited quarterly reports and audited annual reports, including financial footnotes, in accordance with the GAAP, IFRS, and Sharia Law Compliance (Islamic Finance)
- Reviewed waterfall calculations and financial performance metrics of closed-ended funds, and joint-venture entities
- Reviewed capital drawdowns, calculate monthly and quarterly distributions and management fee calculations in accordance to limited partnership agreements
- Calculated prorations of disposed assets and handle accounting treatment of recapitalizations and syndications
- Engaged with external audit teams for year-end audits in regards to technical accounting issues

Senior Fund Accountant

July 2020 – January 2021

- Prepared and calculate operating distributions and management fee per the fund's/joint venture's operating agreements
- Prepared quarterly capital account statements and quarterly & annual investor reporting statements
- Applied knowledge over partnerships, fund structures, waterfalls, promote/carried interest, and capital transactions
- Performed bank transfers and created wire transfers for distribution activities
- Provided the firm's compliance team with KYC due diligence requests

BENNETT THRASHER

Associate

November 2019 – July 2020

- Analyzed quality of earnings (EBITDA) of sell-side deals averaging around \$100-200 million
- Conducted financial statement audits of commercial real estate funds and real estate joint venture entities
- Performed testing over cash and reviewed management reconciliations, distribution waterfall testing, management fees, capitalized lease, and deferred rent expense

EY TRADING, INC.

Founder and President

August 2018 – Present

- Started and manage a growing warehouse supplies brokerage with a current run rate of over \$1,200,000 a year

PRICEWATERHOUSECOOPERS, LLP

Assurance Associate

October 2017 – November 2018

- Conducted financial statement audits of a commercial real estate funds with \$300M - \$500M in AUM
- Applied working knowledge of Generally Accepted Accounting Principles (GAAP) during performance of the audit



Terry College of Business UNIVERSITY OF GEORGIA

JOSHUA HUSTER

314 Barnett Shoals Rd | Athens, GA 30602

josh.huster28@gmail.com | 513-432-9581 | linkedin.com/in/joshua-huster

EDUCATION

UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS, Athens, GA 08/2024 - 05/2026

MBA— Finance, Real Estate, Strategy

- Student Ambassador, Terry Excellence Scholar, Full Academic Scholarship Recipient

THOMAS MORE UNIVERSITY, Crestview Hills, KY 01/2018 - 12/2020

BA— Accountancy, Business Administration Minor

- GPA: 3.94/4.00, *summa cum laude* graduate, Mid-South Conference All-Academic Team
- Captain, Varsity Tennis, President, Accounting Society, VP of Programming Student Government Association

EXPERIENCE

PROTIVITI, Cincinnati, OH 11/2022 - 06/2024

Lender Due Diligence Consultant II

- Spearheaded annual financial due diligence assessments for asset-backed securitization and lending arrangements ranging from \$50 million to \$1 billion. The underlying collateral included portfolios of Trade A/R, Consumer Loans (auto, buy now/pay later, credit cards), Real Estate, and Machinery & Equipment
- Conducted 50+ in-depth risk assessments for potential warehousing agreements, analyzing portfolio factors such as receivable concentrations, total dilution percentages, and delinquency trends
- Researched detailed financial trend analyses across diverse industries, including but not limited to Financial Technology Lenders, Financial Service Companies, Real Estate Management, and Consumer Products
- Led the Health and Fitness committee to host monthly office-wide lunch walks and sporting leagues

DELOITTE AND TOUCHE LLP, Cincinnati, OH 06/2021 - 10/2022

Multi-State Tax Consultant

- Crafted State tax returns for major entities, including some of the largest C- Corporations, S-Corporations, and Partnerships in the United States
- Identified and implemented strategic tax-saving measures, resulting in substantial cash savings for clients, including amounts exceeding \$1,000,000 in specific jurisdictions, achieved through research and identification of special savings opportunities
- Collaborated with the data and technology team on multiple projects, leveraging advanced software such as Alteryx to create innovative workflows, to streamline processes, and reduce time required for clients in preparation of workpapers

OHIO NATIONAL FINANCIAL SERVICES, Cincinnati, OH 05/2019 - 08/2019

Corporate Tax Intern

- Prepared 30+ corporate and state tax returns for the subsidiaries of Ohio National Financial Services, across multiple jurisdictions, ensuring proper filing deadlines were met

ST. MICHAEL CATHOLIC GRADE SCHOOL, Sharonville, OH 11/2017 - 03/2023

Head Basketball Coach

- Elevated player strength, agility, and game proficiency through targeted and effective practices
- Instilled lifelong values such as discipline and sportsmanship in team members 10 - 13 years old
- Embodied a positive role model for both team participants and spectators within the community, fostering a culture of respect and inspiration

ADDITIONAL INFORMATION

- Skills: MS PowerPoint and Excel, Alteryx, Research, Data Analysis, Financial Modeling
- Interests: Special Olympics Volunteer, Tennis, Basketball, Golf

JOHN PRZYGOCKI

223 E Cloverhurst Ave Unit 3 | Athens, GA 30605

johnhprzygocki@gmail.com | 513-544-7902 | <https://www.linkedin.com/in/john-przygocki/>**EDUCATION**

| | |
|---|-----------------|
| UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS , Athens, GA | 08/2024-05/2026 |
| MBA— Finance, Strategy, Business Analytics | |
| FLORIDA ATLANTIC UNIVERSITY , Boca Raton, FL | 08/2015-05/2019 |
| BBA— Finance NCAA Division 1 Cross Country Athlete: Florida Atlantic All-Academic Team, C-USA Commissioner's Honor Roll | |

EXPERIENCE

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|---|-----------------|
| DELOITTE , Jacksonville, FL | 10/2022-06/2024 |
| Internal Compliance Analyst | |
| • Tracked financial independence of each Deloitte professional's investment holdings by reviewing daily reports reflecting professional's personal financial interests to identify regulatory/policy compliance risks | |
| • Facilitated violation discussions with responsible parties to identify root causes and prevent future infractions | |
| • Monitored M&A activity to determine compliance risks related to the transactions | |
| • Reviewed corporate entity structures to identify affiliate relationships per SEC/PCAOB/AICPA guidelines | |
| • Compiled monthly reports and presentations reflecting all records received along with the outcome of each analysis for Deloitte Compliance Managing Directors | |
| KIAVI , Pittsburgh, PA | 04/2022-09/2022 |
| Loan Analyst | |
| • Analyzed debt service coverage ratios for 30+ properties a month to determine financing eligibility | |
| • Underwrote \$7mm+ a month in investment property loan volume | |
| BETTER.COM , Charlotte, NC | 02/2020-03/2022 |
| Underwriting Associate (08/2021-03/2022) | |
| • Underwrote \$10mm+ a month in loan volume | |
| • Analyzed loan applications to assess borrower credit risk and property eligibility for financing | |
| • Collaborated daily with client-facing teams to ensure all loan requirements were understood to prevent any unnecessary delays | |
| • Selected to participate in a competitive underwriting trainee class | |
| Loan Processor (02/2020-08/2021) | |
| • Processed \$30mm+ a month in loan volume | |
| • Managed a pipeline of 70+ loan files consisting of conventional, jumbo, and partnership files | |
| • Led new hire training sessions focused on pipeline management and borrower escalation reduction | |
| • Served as a mentor for two new hires, both of which exceeded new hire expectations | |
| WYNDHAM CAPITAL MORTGAGE , Charlotte, NC | 07/2019-02/2020 |
| Operations Support Specialist/Mortgage Associate | |
| • Conducted quality control reviews of closing packages to confirm all regulatory standards were met | |
| • Reconciled wire payment details with title companies to ensure originated loans were properly funded | |
| • Recommended loan products based on borrowers' personal finance scenarios | |

ADDITIONAL INFORMATION

- Skills: Microsoft Excel & PowerPoint, Google suite, Power BI, SQL, Credit Risk, Underwriting, Valuation
- Certificates: Financial Modeling & Valuation Analyst (CFI), Capital Markets & Securities Analyst (CFI)

BRENDON STEFFES

3113 Bransford Road | Augusta, GA 30909

bsteffes@outlook.com | 706-495-5332 | www.linkedin.com/in/brendon-steffes

EDUCATION

UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS, Athens, GA

2024-2026

MBA— Finance, Real Estate

- Terry Excellence Fund & International Residency Scholarship, Full-tuition Graduate Assistantship

MERCER UNIVERSITY, Macon, GA

2014-2018

BBA— Economics

EXPERIENCE

EPS DEVELOPMENT, Augusta, GA

2022-Present

Development Director

- Acquired 5 Historic buildings to renovate into 57,000 sq ft of apartments
- Modeled Financial Pro-Formas and execute financial strategies
- Implemented Tax Credit structured financing using Lease- Pass Through transaction structure
- Managed full scope of development including due diligence, budgeting, entitlements, and design
- Work with state and local officials to secure preferred deals such Tax Pilot, Tax Abatement, special allocation of SPLOST funds, and State/Federal Income Tax Credits which account for nearly 50% of equity in the business
- Worked with National Parks Service for rehabilitation during construction and pre-construction

MOTUS, Augusta, GA

2021-2022

Operations Manager/Director of Sales

- Managed staff of 4 mobile device technicians; Managed business unit Profit and Loss
- Produced \$2.3 Million in sales and exceeded budgeted revenue by 30% in 21
- Functioned as Sales Engineer including software demo's to C-Suite executives of Fortune 500 companies
- Collaborated in cross- functional gap analysis team to identify over 400 gaps between 2 software systems during integration and helped develop integration plan/roadmap

RECOVERY WIRELESS, Augusta, GA

2019-2021

General Manager

- Launched new business for security and IT Asset decommissioning for enterprise level clients in 2019 and grossed over \$1.5 Million in first full year
- Created new processes and controls for inventory management, employee training, and accounting leading to increased efficiency and profitability
- Helped M&A project management with diligence requests for acquisition by Motus

PERSONAL CAPITAL, Denver, CO

2018-2019

Associate Vice President

- Made 150 + calls to connect with 20+ leads/day and set 100 appointments / month for senior sales advisors
- Helped bring in over \$20 Million of Assets under Management to wealth management business
- Selected for business review board to lead direction of sales team for improvement and development. Led new initiative to automate voicemails saving over 30 seconds per call

ADDITIONAL INFORMATION

- Technical Skills: Microsoft Excel & PowerPoint, Yardi, Adventures In CRE Modeling Certificate

- Trustee, Historic Augusta

Volunteer for maintenance & construction, Grand Teton National Park

Jack R. Turner

jackrturner6@gmail.com | (770) 686 – 6443 | www.linkedin.com/in/jackturnerr

EDUCATION

The University of Georgia, *Honors Student*, Athens, GA May 2026

- **Majors:** Bachelor of Business Administration in Finance & Real Estate
- **GPA:** 3.80/4.00
- **Honors:** Morehead Honors College, Zell Miller Scholarship (Full Tuition), Presidents Scholar (4.00 Semesters)
- **Relevant Coursework:** Financial and Managerial Accounting, Financial Modeling, Real Estate Finance

University of New Orleans – Innsbruck International School, *Student*, Innsbruck, Austria July 2024 – August 2024

- **GPA:** 4.00/4.00
- **Relevant Coursework:** International Business Law, International Music Theory

WORK EXPERIENCE

Regions Financial Corp, *Incoming Real Estate Corporate Banking Analyst*, Charlotte, NC May 2025

Antolino & Associates, *Hybrid Intern*, Columbus, OH June 2023 – August 2023

- Assisted in the creation of financial models and reports, contributing to data-driven decision-making processes that resulted in optimized investments portfolios for clients
- Engaged in weekly interdepartmental meetings, showcasing the ability to convey insights and provide meaningful input that bridged the gap between sales targets and investment feasibility

Ivy Lane, *Inventory Part-time Employee*, Marietta, GA August 2018 – August 2022

- Maintained a deep knowledge of boutique's inventory and provided efficient assistance to co-workers that contributed to a 20% increase in upsell and cross-sell opportunities
- Processed \$35,000+ worth of new inventory with team monthly which allowed boutique to quickly adapt to market trends

LEADERSHIP & INVOLVEMENT

UGA Interfraternity Council, *Vice President of Communications*, Athens, GA November 2024 – Present

- Serve as a liaison between IFC leadership, 28 chapter presidents, and university administration to foster strong relationships and promote alignment on key initiatives such as community service and leadership opportunities
- Working closely with UGA administration to implement a Mental Health Committee within all 28 chapters that promotes awareness, identifies resources, and fosters a supportive environment for over 4,000 fraternity men

The Fraternity of Phi Gamma Delta, *Vice President & Treasurer*, Athens, GA November 2024 – Present

- Manage an annual budget of \$750,000, overseeing income and expenses to ensure financial stability for all 160 brothers
- Engage with exec members and alumni to cut costs 7% for an increase in opportunities and professional development

Institute for Leadership Advancement, *Scholar*, Athens, GA August 2024 – Present

- Chosen as 1 of 30 students to participate in a premier 2-year leadership program to form values-based, impact-driven leaders by developing and challenging skills through classwork, alumni speaker series, and a final capstone consulting project
- Working with a team of 4 to consult Hart County Community Theater revitalize its historic structure through a \$500,000 grant

UGA Real Estate Society, *Member*, Athens, GA January 2024 – Present

- Gain insight to experiences of industry experts by attending weekly information sessions held by eminent companies
- Leverage networking and engagement to build strong relationships with diverse professionals across the Commercial Real Estate industry to enhance opportunities and market insight

Whatever It Takes, *Volunteer*, Athens, GA January 2023 – Present

- Volunteer weekly to tutor and oversee engagements of local Athens/Clarke County elementary school students
- Intend to reduce local educational inequality in which mentorship focuses on academics, health, safety, and family life while making personal relationships with the students

Boy Scouts of America, *Eagle Scout*, Roswell, GA January 2015 – June 2020

- Managed 50+ individuals to build garden head arbor for local environmental center during 242 hours of work for Eagle Scout

CERTIFICATIONS

Eastdil Secured Virtual Real Estate Finance Training Program, *Participant*, Remote June 2024

- Built a DCF and amortization table from scratch, forecasting a 10-year cash flow and a sensitivity analysis based on various purchase prices and exit cap rates to sharpen real estate and finance fundamentals on the deal process of an investment sale

INTERESTS

Atlanta Braves, Luke Combs, Oysters, Yellowstone National Park, Backpacking, Cracker Barrel, NCAA Football

MILLS WHITING

540 Westview Drive | Athens, GA 30606

mills.whiting@uga.edu | 704-975-5157 | www.linkedin.com/in/mills-whiting

EDUCATION

| | |
|---|-------------------|
| UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS , Athens, GA | 08/2024 – 05/2026 |
| MBA —Finance and Real Estate | |
| NORTH CAROLINA STATE UNIVERSITY , Raleigh, NC | 08/2015 – 05/2019 |
| BS — Mechanical Engineering | |

- *cum laude* Graduate, President, Kappa Alpha Order, Study Abroad, Prague, Czech Republic, 2017

EXPERIENCE

| | |
|---|-------------------|
| ACCENTURE , Charlotte, NC | 08/2020 – 07/2024 |
| Senior Analyst, Security Consulting – (01/2022 – 07/2024) | |
| • Collaborated with technology, risk, and finance colleagues to solve technical challenges for corporate and governmental clients in multiple industries including financial services, technology, and healthcare | |
| • Adapted quickly to new clients while regularly managing work on 10+ different projects in multiple capacities | |
| • Analyzed and implemented over 400 cybersecurity policies and onboarded 85 organizations into a SaaS Security platform to streamline risk management processes | |
| • Facilitated cyber strategy workshops with a group of 15 client executives to plan for future operating models | |
| • Created and defined a cybersecurity operating model and assessed 23 separate organizations with specific remediation efforts for improvement | |
| • Delivered financial reporting materials for 18 months to a sales team made up of senior executives to assess financial health of a regional security practice | |
| Technology Analyst – (08/2020 – 01/2022) | |
| • Audited and reviewed system logs and project management processes for over 400 team members across multiple business lines | |
| • Conducted in-depth security process analyses and orchestrated monthly access control reviews for a high-stakes multi-partner project with over 500 elevated users | |
| • Served as initial point of contact for data protection related questions for a governmental account team with 10-12 different active projects | |
| HOG SLAT, INC , Clinton, NC | 05/2019 – 08/2019 |
| Manufacturing Engineering Intern | |
| • Coordinated and scheduled installation of an automated industrial plastic injection molding facility to bring offshore production back to the US and improve quality by upwards of 30% | |
| • Designed an innovative new product line to reduce installation labor costs by 85% | |
| • Presented a new product line and facility installation to company executives and sales teams | |
| TROXLER ELECTRONIC LABORATORIES , Durham, NC | 05/2018 – 08/2018 |
| Mechanical Engineering Intern | |
| • Designed testing equipment subsystems to cut costs by up to 30% with engineering and manufacturing teams | |
| • Created 3 work instruction process documents and supervised test builds of a new product launch | |
| JARRETT BAY BOATWORKS , Beaufort, NC | 05/2016 – 08/2016 |
| Carpenter | |
| • Constructed 25-90-foot sportfishing yachts via hands-on work with production, design, & engineering teams | |

ADDITIONAL INFORMATION

- Certifications: AWS Cloud Practitioner, Certified US Sailing Instructor, Eagle Scout
- Skills: Microsoft Office Suite: (Visio, Project, SharePoint, Excel, PowerPoint), Power BI
- Interests: Travel, sailing, carpentry, gardening, sustainability, Junior Achievement financial literacy volunteer

2020 NAIOP GEORGIA SCHOOL CHALLENGE

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