

# Real Estate

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## EDUCATION

### The Pennsylvania State University, University Park, PA

May 2012

B.S. Risk Management, Real Estate Option

Cumulative GPA: 3.0 Major GPA: 3.38

#### Relevant Courses:

*RE Fundamentals*      *RE Financial Analysis*      *RE Case Competition*      *Finance*  
*Business Writing*      *International Finance*      *Money & Banking*      *Economics*

## RELATED SKILLS

### Computer

- Completed ARGUS Valuation-DCF 2-day Class, Certification in progress
- Working experience in Microsoft Office Suite including Excel and PowerPoint
- Working knowledge of Costar, REIS, Real Capital Analytics and STDB

## COMMERCIAL REAL ESTATE/ RELATED EXPERIENCE

### Cushman & Wakefield, East Rutherford, NJ

Summer/Winter 2011

Intern - Investment Sales/Capital Markets Group

- Practiced discount cash flow analysis and valuation using ARGUS Software
- Conducted sales and lease comp surveys/analysis to support value conclusions
- Compiled and organized market data critical to the team's success
- Collaborated with senior executives and brokers to achieve client objectives
- Performed analysis of market data gathered from CoStar, REIS, Real Capital Analytics, and other 3<sup>rd</sup> party providers
- Attended and participated in executive-level meetings, negotiations, market tours, and presentations

### 2011 Cornell Real Estate Case Competition, New York City, NY

November 2011

Team Leader

- Placed 3<sup>rd</sup> out of 11 leading real estate schools
- Conducted market research and financial analysis on a subject property and presented the findings to 13 leading market professionals in the New York City Area
- Gained teamwork experience in a high stress environment

### Maurer Construction, Berkeley Heights, NJ

Summer 2004 – Present

Apprentice – General Construction

- Gained experience in general contracting in the remodeling industry
- Worked on multi-family investment property owned by Maurer Real Estate Investments
- Communicated with clients and assisted with on-site decision making

## LEADERSHIP EXPERIENCE

### New Providence Community Pool, New Providence, NJ

Summer 2009 -2010

Head Diving Coach

- Coached 50+ kids between the ages of 6-18 fundamental to advanced diving techniques
- Organized, scheduled and judged diving meets
- Presented to members of the board as well as parents, interfaced with coaching staff and pool management team
- Managed two assistant coaches

## ENTREPRENURIAL EXPERIENCE

**Penny Auction Depot, LLC** – Co-Founded and incorporated a Reverse Auction Website

Summer 2009-2010

**Market America** – Matched customers to products to enhance customer shopping experience

Summer 2008-2010

**Carsyeah.com** - Created a website that linked other websites, thereby allowing for faster search results

2007 - 2008

## ACTIVITIES AND AWARDS

**Vice President of Finance**, Students in Free Enterprise (SIFE), University Park, PA

2009 – Present

- Managed club funds, reimbursements, budgeting and philanthropy funds
- Active role in overall decision making
- Along with other new members of the leadership team, reestablished SIFE as a fully functioning organization

**Real Estate Association**, Penn State University Park, PA

Fall 2010

- Discussed current market trends, players, and student opportunities
- Presented on different sectors of the Commercial Real Estate industry

**Off Campus Senator at Large**, Student Government, Penn State Altoona

2009 – 2010

- Worked with other campus leaders to make decisions directly affecting students, including: allocation of funds and decisions about student life

**Black Belt**, Isshinryu Karate

**Brother**, Sigma Pi Fraternity

**Penn State Altoona Diving Team**

2009 – 2010

- Record Holder** - 1 Meter & 3 Meter Springboard
- Sportsmanship Award Winner**