



Herbert D. Weitzman
Institute for Real Estate

RESUME BOOK INTERNSHIP CANDIDATES

Brokerage, Financial Analyst, Property
Manager, Real Estate Investing
and Marketing

FALL/WINTER 2024



Herbert D. Weitzman Institute for Real Estate

Undergraduate Real Estate Finance Concentration Brochure	3 - 4
Graduate Real Estate Investment Management Concentration Brochure	5 - 8
Real Estate Club at UTD Herbert D. Weitzman Institute for Real Estate Programs Report Fall 2024 Programming Report	9 - 41
Title Page: Resume Book Internships Candidates	42
Brokerage Candidates	43 - 61
Financial Analyst Candidates	62 - 78
Marketing Candidates	79 - 88
Property Management Candidates	89 - 100
Real Estate Investment Candidates	101 - 123
Naveen Jindal School of Management Career Management Center	124



ADD A CONCENTRATION IN REAL ESTATE TO YOUR FINANCE, BUSINESS OR GLOBAL BUSINESS DEGREE

CONCENTRATION COURSES

UNDERGRADUATE

- REAL/FIN 3305 **Real Estate Principles**
- REAL/FIN 3358 **Real Estate Markets and Investments***
- REAL/FIN 3365 **Real Estate Finance and Advanced Principles**
- REAL/FIN 4321 **Real Estate Law and Contracts**
- REAL/FIN 4328 **Real Estate Valuation**
- REAL/FIN/RMIS 4332 **Commercial Property Risk Management and Insurance***

Course descriptions:



*Students who entered UTD under Fall 2023 catalog are required to take these additional courses to earn a concentration in Real Estate Investment Management.

The Jindal School of Management at UT Dallas has developed an innovative real estate program at both the undergraduate and graduate levels to prepare the next generation of leaders to meet the unique demands of the commercial and residential industries. The UTD Real Estate Investment Management program curriculum prepares students to enter the real estate industry by teaching the fundamentals of real estate and leading industry technology applications such as ARGUS and CoStar to perform financial and market analysis to analyze investments.

The Real Estate Investment Management program provides students a rewarding educational experience using innovative approaches for teaching today's adult learners the critical skills to become productive real estate professionals. Adding the Real Estate Investment Management Concentration to your UT Dallas degree prepares you to make your mark in the commercial and residential real estate industries. Here are just some of the positions graduating students have accepted on both the debt and equity side across the various asset classes to include office, industrial, retail, multifamily, hotel, and more:



- Financial Analyst
- Market Analyst
- Loan Portfolio Analyst
- Acquisitions Analyst
- Asset Management Analyst
- Credit Analyst
- Investment Sales Analyst
- Leasing Agent
- Investment Sales Broker
- Tenant Representative Broker
- Research Associate
- Mortgage Broker
- Banking Relationship Manager
- Property Accountant
- Loan Processor
- Lease Administration
- Appraisal
- Property Mangement



THE REAL ESTATE CLUB AT UTD

Real Estate is a relationship driven industry. Both undergraduate and graduate students interested in careers in real estate are encouraged to participate in the Real Estate Club at the UT Dallas Herbert D. Weitzman Institute for Real Estate. Through this organization, students meet leading industry professionals and learn best practices through events, participation in case competitions, attending industry conferences, networking with alumni, faculty and other students passionate about real estate. The Real Estate Club at UTD and JSOM Career Management Center have deep employer relationships and present students with opportunities for internships and permanent employment to students.



POSSIBLE EMPLOYMENT

Weitzman Group	Ebby Halliday	NAI Robert Lynn
Bank of America	Edge Realty Partners	Prudential Real Estate Investment Group
Bank Ozark	Goldman Sachs	7-11 Corporation
BBG Advisors	Granite Properties	Stone Capital
Billingsley Company	Greystar	Transwestern
Brand Realty Partners	JP Morgan Chase	USAA Real Estate
Cushman & Wakefield	Jones Lang LaSalle	

REAL ESTATE INDUSTRY ASSOCIATIONS

UT Dallas Herbert D. Weitzman Institute for Real Estate serves as a platform for pursuit of many of the designations within the real estate industry, including the CCIM designation (Certified Commercial Investment Member). For more than 50 years, the CCIM designation remains the gold standard for commercial real estate professionals, including appraisers, asset managers, brokers, developers, investors, lenders, and other allied professionals. CCIMs complete a rigorous program of advanced coursework and training in financial and market analysis and demonstrate extensive experience in the commercial real estate industry. With a UTD Real Estate Investment Management Concentration students are well on their way to meeting the educational requirements to sit for the examination for the CCIM designation.

Other industry associations programs, events, designation, conferences and competitions include:

- IREM (Institute for Real Estate Management)
- CREW (Commercial Real Estate Women)
- ULI (Urban Land Institute)
- NAIOP (National Association of Industrial and Office Properties)
- CoreNet Global
- BOMA (Building Owners Management Association)
- NTCAR (North Texas Commercial Association of Realtors)

TO LEARN MORE ABOUT A CONCENTRATION IN REAL ESTATE CONTACT:

JULIE LYNCH
Director of the Weitzman Institute
for Real Estate at UTD
Julie.Lynch@UTDallas.edu
972.883.4721



Weitzman Institute
for Real Estate

Earn a Real Estate Graduate Concentration ONLINE



THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management

Real Estate Investment Management Concentration at the Jindal School

The Herbert D. Weitzman Institute for Real Estate capitalizes on being centrally located in one of the largest metropolitan areas in the United States by integrating global, national, regional and local real estate companies and industry associations into courses and event programming.

Jindal School of Management (JSOM) graduate students can earn a Real Estate Investment Management concentration with an MBA, Masters of Finance or Management Science by successfully completing four innovative online synchronous and asynchronous courses.

**REAL ESTATE
FINANCE &
INVESTMENTS**
REAL/FIN 6322

**REAL ESTATE
MARKET ANALYSIS
& INVESTMENTS**
REAL/FIN 6323

**ADVANCED
REAL ESTATE
PRACTICES**
REAL/FIN 6326



The Real Estate Investment Management concentration provides students a rewarding educational experience using progressive approaches for teaching today's adult learners the critical skills to become a productive leader in the real estate industry with the possibilities of securing a position on the debt or equity side across the various asset classes to include office, industrial, retail, multifamily, residential, or service companies like appraisal, brokerage, property management or real estate technology. Build your knowledge of real estate, learn how to underwrite and assess real estate investments using real estate technologies such as ARGUS, CoStar, Excel.



Watch the short videos:

- Course descriptions
- Meet the esteemed faculty practitioners
- Meet the Real Estate Club at UTD president
- CCIM Designation





The Real Estate Club at UTD

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Alumni and Interns Employment

CBRE

Trammel Crow

JLL

USAA

Goldman Sachs

Cushman & Wakefield

Greystar

Transwestern

PGIM

Billingsley

Weitzman

Bank of America

JP Morgan Chase

BBG Advisors

NAI Robert Lynn

7-11 Corporation

Granite Properties

Ebby Halliday

Reserve Capital Partners

Stonebridge Capital

Capital Boutiq

Bank 7 Corp

Leon Capital

Linc Logistics



Real Estate Industry Associations

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- **CCIM (Certified Commercial Investment Member)**
- **IREM (Institute for Real Estate Management)**
- **CREW (Commercial Real Estate Women)**
- **ULI (Urban Land Institute)**
- **NAIOP (National Association of Industrial and Office Properties)**
- **CoreNet Global**
- **BOMA (Building Owners Management Association)**
- **NTCAR (North Texas Commercial Association of Realtors)**



TO LEARN MORE ABOUT A CONCENTRATION IN REAL ESTATE CONTACT:

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Earn a Texas Real Estate License

A **sales agent** is a person who is licensed by the Texas Real Estate Commission (TREC) to act as an agent on behalf of a real estate broker and their clients. A sales agent must be sponsored by a licensed Broker in order to perform any act of real estate services.

Broker License – A college undergraduate or graduate degree satisfies the TREC educational requirements for a Broker license. A Licensed Real Estate Broker is a person who provides real estate services to another person in exchange for a commission. Brokers can also sponsor and supervise real estate sales agents.



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From May to August 2024, the Real Estate Club (REC) at UTD board members took the initiative to market their club and raise awareness within the UTD student community. This effort was particularly beneficial for freshmen attending summer orientation and exploring new clubs.

The club's attractive booth, featuring a variety of merchandise representing UTD and the Herbert D. Weitzman Institute for Real Estate, drew the attention of many students. This exposure provided an excellent opportunity to inform curious undergraduate and master's students about the Real Estate Club at UTD and the option to earn a real estate concentration with their business degree.

REC board members actively participated in summer fairs until the start of the school year. Through our strategic efforts and dedication, the REC Board successfully increased membership by 210 students.



(left to right): Tomas Llano, Yesmine Keopaseut, and Aura Mosquera

Summer Student Organization Fair August 29, 2024



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Welcome Back Event August 27, 2024



Thanks to the exceptional efforts of the REC Board over the summer, our Welcome Back Event was one of the largest events the club has ever hosted, with over 100 students in attendance.

The turnout was incredible, with both new and returning members participating. Many attendees have found our past events beneficial in their real estate learning journey. During the event, participants learned about the club's objectives, Herb Weitzman's generous contribution, met the board members, and discovered upcoming fall 2024 REC events. They also had the opportunity to learn about participation in the IREM Case Competition and how they can earn a real estate concentration with their business degrees at the undergraduate and graduate level.

The event concluded with a fun Kahoot game testing attendees' knowledge of real estate facts, followed by a merchandise giveaway. It was a fantastic way to kick off another amazing semester for the club.



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CLE Scholarship Panel August 29, 2024



(left to right: Board Member Jaqleen Phan, Student Guest Speakers Diego Marchant, Judalyn Arthoro (University Recruiter at Equinix), Ebony Mitchell (Program Manager at CLE), and Blake Ziser (Director of Investments)).

Students participated in a panel discussion featuring Blake Ziser, Director of Investments at Invitation Homes, and Judalyn Arthoro, University Recruiter at Equinix. The event, organized and introduced by REC Board members Jaqleen Phan and Victoria Fuenmayor, was highly engaging and covered the panelists' unique career journeys, internship and job opportunities, as well as personal advice for students interested in their respective real estate sectors.

Following the panel, Ebony Mitchell from CLE and Diego Marchant, the first UTD student to enter the CLE program, delivered an informative presentation. Students learned about CLE's mission to empower racially and ethnically diverse students through an exclusive 2-year program designed to help them earn undergraduate degrees and secure promising careers in real estate and related sectors.

The event concluded with a networking session where students mingled with their peers and the panelists. The entire experience was welcoming and provided students with valuable insights and guidance on navigating their career development.



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PGIM Rotational Event

September 5, 2024

The PGIM Event proved to be one of our most effective events due to its educational value in the loan servicing industry. Vice President Alejandro Becerra and Vice President of Marketing Yesmine Keopseut organized this event, which featured six speakers from different PGIM departments. Each speaker engaged in conversations with small groups of 6-8 students at each table.

Every student had about 15 minutes of exposure to their speaker, allowing for insightful discussions about their occupations and real-life case studies provided by PGIM. In total, around 40-45 students attended the event, many of whom expressed a newfound interest in real estate after interacting with the speakers.



PGIM Speakers: Keith Kehlback a UTD REAL, George Martin, Campbell Schultz, Kent Cummings, Vish Ali, and Peggy Brisco



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Thirsty Thursday September 5, 2024



Shrija Chettyalli, REC Community Engagement board member, organized the Thirsty Thursday event held on Thursday, September 5th. It was an incredible way for Real Estate Club members to socialize outside the usual classroom setting, creating a relaxed and welcoming atmosphere. With appetizers and refreshing lemonade on hand, members had the chance to network in a more casual environment, allowing for deeper conversations and stronger connections. The laid-back vibe made everyone feel more comfortable, breaking down barriers and fostering a sense of community among the group. It was a great bonding experience that strengthened relationships and brought members closer together.



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JSOM Student Org Fair September 10-11, 2024

The UTD Real Estate Club (REC) participated in the Student Organization Fair, with President Tomas Llano, Recruitment Chair Aura Mosquera, and Vice-President of Communications Komal Chakravarthula leading the effort. The event was a prime opportunity to promote the club's initiatives, including networking events, technical skills training, and professional panels, while encouraging new memberships.

The REC Board members connected with students from diverse academic backgrounds, highlighting the valuable opportunities the club offers to those interested in real estate. Their efforts resulted in recruiting new members, further expanding the club's reach and impact. The Real Estate Club remains committed to inspiring and equipping the next generation of real estate professionals.



(left to right): Recruitment Chair Aura Mosquera, President Tomas Llano, and Vice-President of Communications Komal Chakravarthula



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Recruitment Student Union Events

August 22, 2024, September 10, 2024, September 18, 2024,
September 26, 2024, October 14, 2024 and November 12, 2024



(left to right): Shrija Chettyalli, Komal Chakravarthula, Jaqleen Phan and Aura Mosquera

Throughout the semester, the UTD Real Estate Club, led by Recruitment Officer Aura Mosquera and Vice President of Marketing Komal Chakravarthula, hosted a series of eight recruiting and advertising events at the student union. Each event lasted two hours and was dedicated to introducing students to the benefits of joining the club and encouraging new memberships.

These efforts successfully attracted over 400 new students, contributing to the club's continuous growth. Notably, the recruitment campaign drew members from outside the Jindal School of Management, enhancing the club's diversity and reaching a broader segment of the student body.

These events highlighted the valuable networking and career-building opportunities the Real Estate Club offers, appealing to students with various interests. The continued growth and reach of the club reflect its impact in shaping future real estate professionals across campus.



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Quadrant Investments Property Tour

September 11, 2024

The UT Dallas Real Estate Club hosted an exclusive tour of two premier properties developed by Quadrant Investment Properties (QIP) in Dallas. Chaired by Sophie Soto and Katrina Kieu, the event began at 155 Riveredge Drive and concluded at 1333 Oak Lawn Avenue, offering attendees a firsthand look at QIP's innovative approach to commercial real estate development.

Led by industry experts, the tour highlighted QIP's emphasis on quality over quantity, an entrepreneurial spirit, and top-tier service. Participants gained valuable insights into QIP's unique strategies for development, acquisition, and operations. The attendees received a hands-on look into how QIP differentiates itself from other firm – through a detail-oriented approach and a personalized experience. Whether the students were interested in buying, selling or managing properties, this event provided a wealth of knowledge and networking opportunities.



Left front row (left to right): : Victoria Fuenmayor, Jaqleen Phan, Katrina Kieu, Sophia Soto
Left back row (left to right): Jack LeGare, Burham Ozis
Right side (left to right): Thomas Crawford, Gabriela Montano, Alan De Alba

Key takeaway: As Chad Cook emphasized during the event, it's essential to seize opportunities as they come - *"you never know where the next step will take you"*.



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Real Estate Club Golf Ranch Social September 12, 2024



The golf social organized by Real Estate Club Community Engagement board member Shrija Chettyapalli and Alumni Relations board member Thomas Crawford was an amazing event for Real Estate Club members, bringing together both undergraduate and master's students for a fun and engaging afternoon. It provided a unique opportunity to not only hone their golf skills but also to network and get to know each other in a relaxed, social setting.

Everyone enjoyed connecting with other club members over some friendly mini competitions, creating a great environment for building relationships. To top it off, everyone gathered around to share slices of pizza, making the event both fun and memorable for all involved!



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Sales Panel Event

September 17, 2024



The Real Estate Club at UTD, led by President Tomas Llano and Recruitment Chair Aura Mosquera, hosted a sales panel event featuring industry leaders from both commercial and residential real estate.

The diverse panel included *(left to right)* Scott Smith Vice President at Weitzman, Grant Pruitt President and Managing Director at Whitebox Real Estate, and Bryan Cave President and Owner of Cave Realty Team. With over 30 passionate students about real estate in attendance, the event provided a unique opportunity for attendees to engage with professionals across different asset classes.



The speakers offered insights into the DFW real estate market, focusing on the impact of technology, industry challenges, and providing practical advice to help students evaluate their sales skills. During the Q&A session, students asked a range of questions to gain further knowledge and clarification on these topics. Following the discussion, attendees had the chance to network with the panelists, building valuable connections and deepening their understanding of the strategies and roles in both commercial and residential real estate. The event provided students with essential knowledge and a strong foundation for their future careers in real estate.








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Weitzman Intern Specialists | Forecast Research

Interns had an active role in performing retail onsite market research around the DFW metro plex to provide valuable data for the Weitzman Retail Forecast conference.

weitzman®	
	Aura Mosquera Market Research Intern Brokerage Dallas
	Jaqleen Phan Market Research Intern Brokerage Dallas
	Noah Bowes Market Research Intern Brokerage Dallas
	Thomas Crawford Market Research Intern Brokerage Dallas
	Tomas Llano Market Research Intern Brokerage Dallas

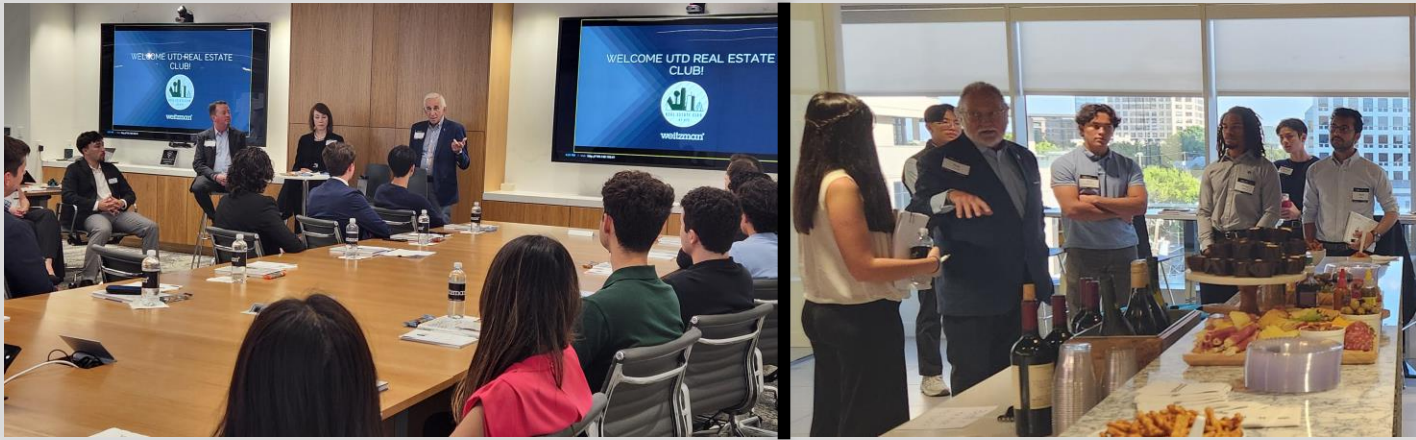


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Weitzman Office Tour

September 19, 2024



The UTD Real Estate Club hosted an event organized by President Tomas Llano and Recruitment Chair Aura Mosquera at the Weitzman office in Dallas. Over 40 students attended, participating in an office tour and learning about Weitzman's operations. The event featured presentations from Herb Weitzman Executive Chairman, Bob Young Executive Managing Director, Stephanie Toliver COO/CFO, and Blane O'Banion Asset Manager. Each speaker provided valuable insights into the company's approach to commercial real estate, sharing their expertise on how different roles contribute to its success.

The speakers covered a range of topics, including current market trends and the various asset classes Weitzman manages. During the Q&A session, students had the opportunity to ask in-depth questions and gain practical advice on navigating the industry. The event also offered students valuable networking opportunities with the speakers, helping them connect with experienced professionals. This gave participants a deeper understanding of the commercial real estate landscape and how to approach their future careers.



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Lunch And Learn

Dan Bergeron, CPA | Weitzman

September 24, 2024



This private event, led by Tomas Llano, Real Estate Club President, and Vice President of Marketing Yesmine Keopaseut, featured Dan Bergeron from Weitzman. The event provided students with the opportunity to engage in in-depth conversations as Dan shared insights into his daily responsibilities, which include managing a team of 30 accounting professionals and overseeing property accounting, financial reporting, and compliance for Weitzman's statewide operations.

Students asked thoughtful questions covering various topics in real estate, school, and life. The event also served as a fantastic opportunity to bond with fellow students over food, fostering connections that could last a lifetime.



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Real Alumni Happy Hour September 26, 2024

The Real Estate Club at UTD hosted a networking happy hour for REAL's (Real Estate Alumni Leaders) at Fogo De Chao Steakhouse in Addison, Texas. This lively event brought together 50 alumni working in real estate, who earned degrees across various disciplines, to reminisce about the past and discuss current trends.

This event provided an excellent opportunity for Alumni Relations Officer Thomas Crawford and the board members to understand the interests and needs of the alumni community. Many alumni expressed their excitement about reconnecting with the school and showed interest in returning to campus to offer opportunities to both students and other alumni.



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UTD Alumnus Stephen Brusniak speaks to REAL/FIN 4328 undergraduate students October 1, 2024

UTD REAL (Real Estate Alumni Leader) Stephen Brusniak, Director of Property Tax Services, spoke to the Professor Daniel Zale's Real Estate Valuation capstone class (REAL/FIN 4328) at the Herbert D. Weitzman Institute for Real Estate, UT Dallas. As a UTD alumni and returning guest speaker, Stephen has truly refined his presentation in a way that not only captures and maintains the students' attention, but also clearly explains the most important elements of real estate taxation!



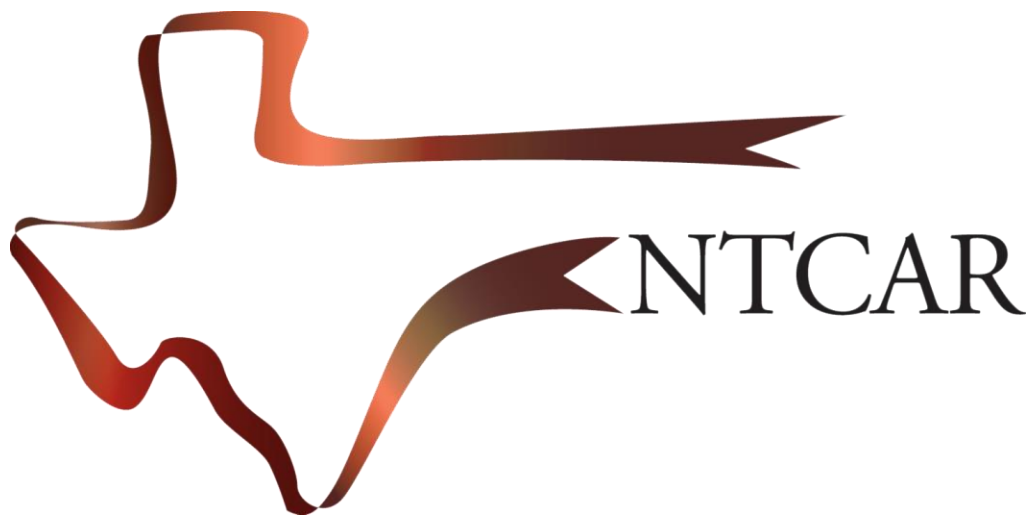
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NTCAR ½ Day Commercial Real Estate Shadowing October 2, 2024

Members of the Real Estate Club at UTD had the unique opportunity to shadow industry leaders from the North Texas Commercial Association of Realtors for half a day. These leaders represent some of the top firms in the industry, including:

Venture Commercial, CivTech, Catalyst, Herrin Commercial Real Estate, REATA Commercial Realty, Bradford, Newmark, Ryan Companies US, Northern Trust, Fischer, William Roth, MODD Real Estate, LiNC Commercial Realty, SVN Veler Commercial, Edge Realty Partners, M&D Real Estate Group, JLL, Colliers International and Hudson Peters Commercial.



This experience allowed students to gain firsthand insights into the daily operations and responsibilities of professionals in the commercial real estate sector. It was an invaluable opportunity for students to learn from experienced mentors, ask questions, and build connections that could benefit their future careers.



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JSOM III Groundbreaking October 8, 2024

Exciting progress is underway
The University of Texas at Dallas

JSOM III



*(left to right): Professor Julie Lynch and Mike Duke
REAL Alum*

*(left to right): Jorge Leal UTD alum, Professor
Julie Lynch and Greyson Morgan UTD alum*

Our leaders, supporters, students, and alumni have broken ground on a new 125,000-square-foot third addition to the Naveen Jindal School of Management, UT Dallas. This \$98 million project, set to be completed in May 2026, will include the school's undergraduate and executive education programs, a new AI lab, the business communications program, and more.

This expansion reflects the remarkable growth of the Naveen Jindal School of Management, UT Dallas, and will create new opportunities for generations of students to come!



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CREW Career Panel

October 10, 2024



(left to right): board member moderators Jaqleen Phan & Katrina Kieu, and panelist Nadji Rafaty, Erica Dotras, Cathy Janke, and Alena Dizdari

Empowering Women in Commercial Real Estate!

Real Estate Club Board members Jaqleen Phan and Katrina Kieu organized and moderated a panel discussion featuring a diverse array of women from CREW, each with different areas of expertise. The panel included:

- **Najdi Rafaty**, Principal Broker at LiNC Commercial Realty
- **Erica Dotras**, Commercial Real Estate Attorney from Mullin PC
- **Cathy Janke**, Senior Vice President of Fifth Third Bank
- **Alena Dizdari**, Project and Business Development Manager of ARCO/Murray

The discussion was rich with insightful thoughts, humorous memories, and valuable advice for students interested in commercial real estate. The panelists shared their experiences in the industry, explained their roles in commercial real estate transactions, and provided practical advice.

Towards the end of the presentation, the hosts and Professor Julie Lynch encouraged students to apply and get involved in CREW to network with others in the local community. After the panel, students stayed behind to mingle with their peers and the panelists. For many, it was a heartwarming and encouraging experience, showcasing the potential and success of women in the DFW market.



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Real Estate Club Golf Ranch Social October 17, 2024

Shrija Chettyalli, Community Engagement REC board member, organized the Real Estate Club's golf social at the Golf Ranch in Richardson, TX. The event provided a fantastic opportunity for members to connect while enjoying a fun day on the course. Small teams were formed, sparking friendly competition as members took part in various golf games. Pizza was available, adding to the casual and lively atmosphere. As teammates cheered each other on, it became a great way to break the ice and get to know each other better. The event was filled with laughter and friendly rivalry, making it a memorable and enjoyable day for everyone involved.



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Northmarq Rotational Event

October 22, 2024

The UTD Real Estate Club held an engaging Northmarq Rotational Event, hosted by Recruitment Chair Aura Mosquera and co-hosted by President Tomas Llano. This unique event allowed over 40 students to interact closely with professionals from Northmarq, a leading national firm specializing in commercial real estate debt, equity, investment sales, loan servicing, and fund management across multifamily and commercial asset classes.

The event featured insights from top leaders at Northmarq, including: **Jay Donaldson**, President; **Deon Gree**, VP Producer in Debt and Equity; **Charles Hubbard**, VP in Investment Sales; and **Daryl Wilson**, Manager of Loan Servicing

Each speaker presented their perspective on a case study and provided valuable insights into their respective roles and Northmarq's approach to navigating the complex landscape of commercial real estate.

The rotational format allowed students to engage in meaningful conversations with each speaker, offering a well-rounded understanding of various facets of the industry. This event provided an exceptional platform for students to build industry connections and deepen their understanding of commercial real estate.



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ULI DFW NEXT

DFW Real Estate Outlook – Trends, Insights and Market Opportunity October 24, 2024



Ollie Chandhok, Market President & Publisher at the Dallas Business Journal, moderated an informative and interactive ULI Dallas-Fort Worth panel discussion on the DFW real estate outlook, trends, insights and market opportunities. Julie Lynch, Director of the Herbert D. Weitzman Institute for Real Estate, UT Dallas, was honored to serve alongside other industry leaders discussing the unprecedented economic record highs and lows while Bill Kitchens of CoStar focused on the evolving office segment, and Kimberly Byrum (formerly Fiala) from Zonda reported on the continued growth in the multifamily and resident trends.

During Julie's introduction, she spotlighted the growth in the online graduate Real Estate Investment Management and undergraduate Real Estate Finance concentration programs Naveen Jindal School of Management, UT Dallas as well as all development occurring at The University of Texas at Dallas.



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IREM Case Competition October 25, 2024



(left to right): Tommy Cherucheril, Andrew Nguyen, Franklin Avera, Jaqleen Phan and Kiana Razdar

Congratulations to our UTD students for winning 1st Place in the IREM Case Competition!

We're incredibly proud of our team Andrew Nguyen, Franklin Avera, Jaqleen Phan, Kiana Razdar, and Tommy Cherucheril for taking home the top prize! Stephanie Howard, Federal Home Loan Bank of Dallas, and Kendra Magers, Western Rim Property Services, Inc. were IREM Team Coaches who help UTD's team to victory as well as Professor Julie Lynch who is the Director of the Herbert D. Weitzman Institute for Real Estate . This marks UTD's third win in four years and the second consecutive year as winners.

The competition, held by the IREM Dallas Chapter in Granite Park, challenged teams to create a comprehensive management plan for an industrial property located at 1170 109th Street in Grand Prairie, Texas.



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REAL (Real Estate Alumni Leader) Speaker Engages Grad Students in Real Estate Markets and Investments October 29, 2024

Special thanks to Real Estate Alumni Leader (REAL) Noah Harness from Invitation Homes for sharing his expertise during Professor Lynch's "Real Estate Markets and Investments" online graduate course from the Real Estate Investment Management concentration UT Dallas!

Invitation Homes (IH) boasts an impressive \$10B portfolio of 110,756 rental homes. Noah's insights into IH's investment strategy were invaluable for our students as he walked them through a mini case study giving a hands-on perspective on real estate investment market research and decision making.



Students were then given the opportunity to underwrite two investment rental home communities to build their market research and analytical skills to present their recommendations the following week. Noah and Julie Lynch were actively engaged during the presentations providing developmental instruction and feedback. Ultimately, the class unanimously selected the same community as a viable investment based on their conclusive research.



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First-Gen Sales Panel

November 5, 2024



On November 5, 2024, the UTD Real Estate Club hosted the First-Generation Sales Panel event, a unique collaboration with ALPFA, the Association of Latino Professionals for America. Organized by President Tomas Llano and co-hosted by Recruitment Chair Aura Mosquera, this event featured three inspiring first-generation American professionals: Maisam Naqvi, Real Estate Private Equity, Hudson Advisors; Guillermo López, Retail Brokerage, Weitzman; and Mia Ureña, Transaction Manager, Venture Commercial.

With an audience of 35 students, the panelists shared their journeys, discussing both the challenges and successes they encountered as first-generation Americans in the commercial real estate industry. Each speaker provided insights into their unique experiences, offering valuable advice on navigating the field, building resilience, and achieving success. The event offered students a meaningful opportunity to connect with professionals who understand the distinct perspectives and aspirations of first-generation Americans, creating an enriching experience for all attendees.



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Dogwood Commercial Lunch And Learn November 7, 2024

UTD students gather for a Lunch and Learn session led by Real Estate Club Vice President Alejandro Becerra with Scott Eiting, Senior Vice President, Retail Acquisitions & Operations, and Ben Appleby, Co-Founder & CEO, discussing the history and investment theories of Dogwood, as well as a detailed dive into the various departments that make up the company's operations in a real estate transaction.

Students enjoyed the casual yet informative environment of the event. The speakers shared case studies explaining various asset acquisition strategies, particularly in the retail sector. Throughout the presentation, Ben and Scott shared many insights on how students can acquire experience in the real estate sector and other related career advice that ultimately gave students confidence!



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Thirsty Thursday November 7, 2024



Real Estate Club Community Engagement board member Shrija Chettyalli organized this Thirsty Thursday event which helped create a relaxed atmosphere where members could connect informally. Held at a local venue, it featured light appetizers, allowing people to mingle comfortably over shared snacks. This informal setting encouraged open conversations among members, helping them get to know one another beyond academic and professional contexts. Many members shared personal experiences and career aspirations, which fostered new friendships and connections.



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Institute for Real Estate



ARGUS Workshop November 9, 2024



Real Estate Club at UTD undergraduate and graduate students eagerly participated in the ARGUS Cash Flow Analysis workshop. Participants earned a certificate of completion and now can add this marketable credential to their resume.

The timely workshop offering was held after the completion of the spring semester and graduation to prepare students and graduates for the workplace.

The six-hour hands-on workshop led by Professor Julie Lynch allowed students to learn the ARGUS application, build cash flow modeling and analytical skills.



**Herbert D. Weitzman
Institute for Real Estate**



Cushman & Wakefield Lunch And Learn November 14, 2024

The UTD Real Estate Club hosted the Cushman & Wakefield Lunch & Learn, featuring Ashley Allen UTD REAL and Associate Director, and Jack Nye Director, from Cushman & Wakefield, a global leader in commercial real estate services operating in 60 countries. Organized by REC board members Recruitment Chair Aura Mosquera and co-hosted by Shrija Chettyalli, the event offered students valuable insights into the real estate industry.

Allen and Nye shared their expertise in property management and asset services, providing an in-depth look at the strategic and operational aspects of managing commercial real estate and maximizing asset value. They emphasized the importance of innovation, adaptability, and problem-solving in these roles.



The speakers also shared practical advice for students entering the field, encouraging them to network, seek hands-on experience, and develop strong communication skills.

The event concluded with a dynamic Q&A session and networking opportunities, leaving students inspired and better prepared for careers in commercial real estate.



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CBRE Finance Rotational Event November 19, 2024

The UTD Real Estate Club hosted the CBRE Rotational Event, featuring top professionals from CBRE: Omar Luna (UTD REAL), Merrin Tao, Jad Charif, Sai Teja Sunkara (UTD REAL), and Alaina Brodsky. Organized by REC board members, Vice President of Communication Komal Chakravarthula and co-hosted by Alumni Chair Thomas Crawford, the event offered students valuable insights into the finance sector of real estate.

The event began with networking between students and the speakers, followed by rotation sessions. This format allowed students to engage in personalized conversations and gain valuable insights into various career paths from the CBRE speakers.



The speakers also shared practical advice for students entering the field, encouraging them to network, seek hands-on experience, and develop strong communication skills.

The event concluded with additional networking opportunities, leaving students inspired and better prepared for careers in commercial real estate.



**Herbert D. Weitzman
Institute for Real Estate**



Lunch and Learn

Scott Horn and Susan Tierney

November 20, 2024



REC board members Alejandro Becerra Vice President and Victoria Fuenmayor Content Creator organized and hosted a Lunch and Learn event featuring Scott Horne, attorney and real estate expert, and Susan Tierney, real estate investor from Horne & Associates. With approximately 15 students in attendance, they shared valuable insights into their successful real estate careers, highlighting critical moments in their journeys.

The event included a presentation on four real estate investment strategies: Wholesaling, Fix and Flip, Buy and Hold, and Owner Financing. Horne and Tierney explained how these strategies work and why Owner Financing is their preferred method, providing an in-depth comparison of its advantages and disadvantages. They also discussed how they started with Owner Financing and offered practical advice for students interested in pursuing this investment model.

Scott Horne, who has purchased, rehabbed, and sold over 3,750 homes and taught Owner Financing nationwide, shared his wealth of knowledge gained from over 30 years of legal and real estate experience. The session motivated students to explore real estate investing and gave them a clearer understanding of how to get started in the field.



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UTD Real Estate Alumni Leader (REAL) Holiday Happy Hour and Charity Event December 4, 2024

The Real Estate Club at UTD wrapped up the year with a festive Alumni Happy Hour and Charity Event, hosted by Alumni Relations REC board member Thomas Crawford. Held at Neighborhood Services, the event brought together REALs (Real Estate Alumni Leaders) in a warm and inviting private room, where attendees enjoyed appetizers, cocktails, and the company of other real estate enthusiasts.

Embracing the spirit of giving, guests were encouraged to bring toys for the Toys for Tots charity drive. Thanks to their generosity, the event collected approximately 40 toys, spreading joy to children in need this holiday season.

The lively crowd and cheerful atmosphere made for a memorable evening, as attendees mingled, networked, and reflected on the joys of this year and the prospects of the next.



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Institute for Real Estate



Real Estate Club Transition Meeting December 8, 2024



*(left to right):
1st row Sophie Soto, Jaqleen Phan, Yesmine Keopaseut*

2nd row: Alejandro Becerra, Tomas Llano, Komal Chkravarthula, Sophie Umbarger, Jack LeGare, David Salazar, Keira Cruz, Aura Mosquera, Thomas Crawford

The Real Estate Club wrapped up the fall 2024 semester with a transition meeting, where four officers stepped down and four new officers joined the board. The club experienced a significant increase in membership and social media activity throughout the semester.

- Membership has increased 43% from 610 to 875.
- GroupMe membership increased 47% from 710 to 1050. This includes UTD students and alumni. Many alumni post articles, job/internship opportunities, etc. on GroupMe and interact with students when they have real estate questions.
- Instagram membership increased 51% from 430 to 650.



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The Real Estate Club Fall 2024 Officers

- Tomas Llano, President
- Alejandro Becerra, Vice President
- Yesmine Keopaseut, Vice President - Marketing
- Komal Chakravarthula, Vice President - Communications
- Jaqleen Phan – Newsletter
- Thomas Crawford – Alumni Relations
- Aura Mosquera – Recruitment
- Sophie Soto – Website
- Shrija Chettyalli – Community Engagement
- Victoria Fuenmayor – Content Creation
- Katrina Kieu – Social Media



(left to right): Alejandro Becerra and Yesmine Keopaseut. Not pictured Katrina Kieu and Victoria Fuenmayor

Alejandro Becerra, Yesmine Keopaseut, Victoria Fuenmayor and Katrina Kieu are stepping down from the board to pursue exciting new opportunities.

Your dedication and hard work on the Real Estate Club have truly made a huge difference. We wish you all the best in your future endeavors.

The Real Estate Club Spring 2025 Officers

- Tomas Llano, President
- Komal Chakravarthula, Executive Vice President
- Aura Mosquera, Vice President - Communications
- Sophie Soto, Vice President – Marketing
- Jaqleen Phan – Newsletter
- Thomas Crawford – Alumni Relations
- Jack LeGare – Recruitment
- David Salazar – Website Management
- Shrija Chettyalli – Social Media
- Sophie Umbarger – Internal Affairs
- Keira Cruz – Content Creation



Welcome to four incoming board members! *(left to right): Sophie Umbarger, Jack LeGare, David Salazar, and Keira Cruz*



**Herbert D. Weitzman
Institute for Real Estate**





Herbert D. Weitzman
Institute for Real Estate

RESUME BOOK INTERNSHIP CANDIDATES

Brokerage, Financial Analyst, Property
Manager, Real Estate Investing
and Marketing

FALL/WINTER 2024



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Institute for Real Estate

BROKERAGE

Internships

FALL/WINTER 2024

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

August 2020 – May 2024

Bachelor of Arts, Technology and Emerging Communications

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

RIFAT BUDHWANI

Dallas, TX, 75080; (945) 291-1004; RifatUmid.Budhwani@UTDallas.edu; www.linkedin.com/in/rifat-budhwani/

EDUCATION

The University of Texas at Dallas

Master of Science, Finance (STEM)

Concentration- Real Estate Finance

Aug 2024 - May 2026

GPA 4.00

University of Pune

Post Graduate Diploma in Banking and Finance

April 2020 - April 2021

GPA 3.81

University of Pune

Bachelor of Business Administration

June 2017 - April 2020

GPA 3.61

PROFESSIONAL EXPERIENCE

Credit Suisse

Oct 2022 – Aug 2023

Financial Analyst

- Prepared monthly Financial Reporting of 19 million USD, utilizing advanced Excel to ensure transparency and accountability to stakeholders.
- Prepared and delivered accurate monthly headcount and financial forecasts by analyzing complex datasets, resulting in a 10% improvement in forecasting accuracy and enhancing decision-making processes.
- Delivered strategic insights through variance analysis using Power BI reducing decision-making time by 20% and enhancing financial strategy alignment.
- Forecasted and managed global expenses of \$8M using spreadsheet software, ensuring accurate recording and budgeting, which resulted in a 15% reduction in budget variances.
- Conducted independent cost analyses to monitor financial activities, successfully validating 100% of restatement proposals, which reduced discrepancies by 20%.
- Examined internal controls over 500M USD entries and SOX compliance checks ensuring error-free postings.

Deutsche Bank

Aug 2020 – Sept 2022

Financial Analyst

- Developed monthly financial reports, and financial ratios using PeopleSoft, Business Warehouse, and SAP, improving financial reporting efficiency by 20% for both internal and external stakeholders.
- Automated the US region's unmapping process, saving 150 man-hours monthly and increasing operational efficiency by 30%.
- Performed detailed interest rate analysis to assess impact on investment strategies and portfolio performance.
- Collaborated with internal teams to test and improve tools, resulting in daily savings of 85 man-hours and significant cost reductions.
- Facilitated the disclosure of Capital Markets worth €1.4 billion for the Asia Pacific region, ensuring comprehensive and accurate financial reporting.

ACADEMIC PROJECT

Financial Analysis of Reliance Communication

Dec 2020 – April 2021

- Analyzed Reliance Communication Pvt Ltd.'s decade-long financial decline through cash flow and balance sheet analysis and calculated key ratios—profitability, leverage, liquidity, and solvency—to uncover trends.

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

Real Estate Club (Member), The University of Texas at Dallas

Aug 2024-Present

- Developed industry knowledge and networking skills through workshops and events.
- Collaborated on projects, demonstrating commitment to real estate and teamwork.

SKILLS & CERTIFICATIONS

Skills: Python, R, ARGUS, Financial Modelling, MS Excel, MS Word, MS PowerPoint, Bloomberg Market Concept, Financial Statement Analysis, Problem Solving, Interpersonal Skills, Public Speaking, Critical Thinking, Team player, Communication Skills.

Certification: Certified Management Accountant (CMA USA)

Languages: Fluent in English and German.

Tommy Cherucheril

Frisco, Texas, 75035; (214) 783-1403; tcheru07@gmail.com
<https://www.linkedin.com/in/tommycherucheril/>

PROFESSIONAL SUMMARY

Motivated finance student with a strong background in investment banking and real estate. Incredible work ethic, very coachable, and high attention to detail. Skilled in financial modeling, real estate underwriting and acquisition, contract structuring and negotiation, and client interaction. Seeking an internship opportunity to gain hands-on finance experience whilst applying current skill set to make positive contributions to the team.

EDUCATION

The University of Texas at Dallas

December 2025

Bachelor of Science, Finance (Real Estate Finance Concentration)

GPA 3.4 (3.62 last 3 semesters)

Relevant Coursework: Investment Management, Financial Management, Financial Modeling, Real Estate Principals, Business Finance, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, IT for Business, etc.

PROFESSIONAL EXPERIENCE

The Vant Group, Dallas, TX

September 2024 – Present

Investment Banking Analyst Intern

- Assisted in financial modeling and analysis for mergers and acquisitions engagements
- Drafted and finalized supportive marketing materials for clients such as executive summaries, confidential information memorandums, etc.
- Assisted Managing Directors with ad hoc tasks related to their deals

Shaddock Homes, LTD, Plano, TX

May 2024 – August 2024

Land Acquisitions Summer Analyst

- Conducted detailed underwriting for two acquisitions valued over \$100MM by preparing forecasts, pro forma quarterly income and cash flow statements, and vertical construction pro forma models
- Produced comparative market analyses to evaluate market trends and property values by collecting data for over 1000 new home builds across DFW in order to develop pricing strategies
- Researched geographic trends, market conditions, and competitor pricing to create compelling data visualizations and presentations to propose land acquisition recommendations to upper management

Beam Real Estate, LLC, Flower Mound, TX

April 2023 – Present

Licensed Texas Realtor

- Closed or currently executing a total of over \$2 million in residential real estate transactions this year
- Guided home buyers and sellers through sales and purchases of properties, advising on market conditions, prices, mortgages, legal requirements, and related matters
- Coordinated property closings, overseeing the document signing and fund disbursement

ORGANIZATION EXPERIENCE

Real Estate Club at UTD, IREM Case Competition Team

September 2024 – Present

- Won 1st Place at the 2024 IREM Dallas Case Competition after being selected to represent the University of Texas at Dallas.
- Gained experience in real estate financial underwriting and pitching commercial real estate investments to judges

Beta Chi Theta National Fraternity, Inc., Social Chair

December 2022 – Present

- Negotiated contracts with venue owners to organize events
- Recruited new members and arranged recruitment events, increasing recruitment by 40% in 2023

ADDITIONAL INFORMATION

Skills: ARGUS Enterprise, Microsoft Suite, Tableau, SQL, Adobe Creative Cloud, NTRIS

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Thomas Crawford

Richardson, TX 75080

crawfordthomasb@gmail.com | 816.328.1773 | www.linkedin.com/in/thomascrawfordb

EDUCATION

University of Texas at Dallas, Jindal School of Management - Cumulative GPA: 3.967

Richardson, Texas

Major: Bachelor of Science, Finance

Concentration: Real Estate

Expected Graduation: May 2027

Honors/Awards: Deans list (Fall 2023, Spring 2024), Summa Cum Laude (Spring 2022)

EXPERIENCE

Weitzman

Richardson, TX

Intern

Sep 2024 – Present

- Participate in an industry leading survey of commercial properties in the DFW area by visiting retailers and noting key information
- Set to exceed quota of surveying 25 retail properties by over 600%
- Demonstrate great attention to detail by finding abnormalities within the properties and generating leads for broker team

Zach Pruitt State Farm

Gun Barrel, TX

Risk Advisor

Feb 2023 – Mar 2024

- Performed extensive risk analysis to help clients understand and mitigate potential risks on investment properties allowing me to lead the agency in policies sold to income generating assets
- Exceeded sales goals consistently, issuing 110+ property and casualty policies monthly often leading the agency
- Led initiative to redesign presale process that increased transfer rate over 300% and whole office monthly premiums 17%
- Utilized Sales Force for detailed client and sales funnel management

DQ Tyler

Tyler, TX

Store Manager

Aug 2021 – Nov 2022

- Oversaw staff hiring, training, scheduling, and performance evaluations to maintain a skilled workforce
- Identified key community leaders to target large orders leading to a 1200% increase in purchases over \$200 placed and raising revenue significantly, resulting in the first year the stores revenue exceeded its target of \$1.2 million
- Consistently beat labor and food cost goal of 51% by 2-4% by utilizing waste management techniques

LEADERSHIP & PROFESSIONAL DEVELOPMENT

Real Estate Club

Richardson, TX

Alumni Affairs Officer

Aug 2024 – Present

- Create and host elaborate UTD alumni events to add value to both the organization and graduates, creating an extensive network of industry professionals for aspiring students to contact
- Work with a small team to efficiently run the largest student organization within the school of business at 1,000+ members
- Develop relationships with industry professionals to coordinate and host 25+ speaker events a semester

Financial Leadership Council

Richardson, TX

Member

May 2024 – Present

- Tasked with working closely with the dean of finance along with a small cohort of other student organization leaders to organize the B.S. Finance program and increase enrollment and participation within the degree plan
- Host a large variety of events to meet and satisfy the diverse needs of the student base, improving the college experience

Professional Program in Finance

Richardson, TX

Member

May 2024 – Present

- Work with small cohort to advance professional and technical skills to be marketed by UTD as the top finance students
- Achieved 2nd place out of 200 participants in a consulting case competition by creating a detailed solution and expansion plan with supporting financial models and industry insights to be presented to a panel of industry experts
- Maintain rigorous qualifications including professional licenses, advanced coursework, and detailed projects

ADDITIONAL

Skills: Excel, Word, PowerPoint, Argus, Salesforce, Chat GPT Prompt engineering, Midjourney, Bloomberg

Interests: Commercial real estate sales, real estate investment analysis, Fitness, 90's country music

Licenses: TDI: (General Line's Life and Health, General Lines Property and Casualty)

Certifications: UTD Argus Certification, Bloomberg: (BFF, BMC, ESG)

Keira Cruz

Rockwall, Texas, 75032 | 469-910-7946 | cruzkeira3@gmail.com | www.linkedin.com/in/keira-cruz

EDUCATION

The University of Texas at Dallas

B.S, Business Administration; Minor in Real Estate Investment Management

May 2027

GPA 3.18

ACADEMIC PROJECT EXPERIENCE

Portfolio, BCOM 1300

August 2023 – December 2023

- Constructed a 22-page report consisting of writing assignments, a visual section, and reflections on assignments that were submitted throughout the year.

Entrepreneurship Class

August 2021 – May 2023

- Developed a hypothetical business through strategic planning, creating a business plan and website.

EXPERIENCE

Rockwall Independent School District- Rockwall, Texas

July 2023 – Present

Instructional Assistant

- Monitored and assisted a group of 26 children, ensuring all safety guidelines were always met.
- Recognizing and quickly responding to emergencies promptly while effectively communicating with parents.

Keira's Nanny Service- Rockwall, Texas

June 2022 – August 2022

Nanny

- Established and arranged times, creating a structured schedule with parents
- Maintained a clean, safe, and organized home environment.

LEADERSHIP EXPERIENCE

Rockwall Heath Highschool Highsteppers, Line Dance Instructor

August 2022 – April 2023

- Oversaw middle school dancers and taught critical dance technique skills.
- Instructed dances for middle schoolers and arranged dance formations.

Rockwall Heath Highschool Highsteppers, Line Sergeant

August 2021 – April 2022

- Coordinated a line camp by building a brand-new schedule for new members and training dancers for varsity.
- Directed 20 group members by guiding them through personal knowledge on how to be a team member and leave a legacy.

VOLUNTEER EXPERIENCE

Our Lady of the Lake Catholic Church

August 2019 – Present

- Volunteered over 100 hours organizing and running church events.

Helping Hands

August 2020 – Present

- Donated food items and helped organize trucks to transport goods.

ORGANIZATIONS

Ferguson Fellow, Centers for Leadership Excellence

November 2024– Present

Real Estate Club, UT Dallas

August 2024– Present

Association of Latino Professionals for America, UT Dallas

August 2023– Present

Power Dancers, UT Dallas

August 2023– May 2024

ADDITIONAL INFORMATION

Certifications: American Heart Association CPR

Skills: UTD ARGUS Certificate, Microsoft PowerPoint, Microsoft Excel, Microsoft Word, and Google Drive

Languages: English and Spanish

Eligibility: US Citizen, Eligible to work in the US for internships and full-time with no restrictions (Born here or naturalized)

Dan Dolan, P.G.

972.454.0130 ; Thomas.Dolan@utdallas.edu

www.linkedin.com/in/DFWdandolan/ ; www.dandolan.fathomrealty.com

EDUCATION

- The University of Texas at Dallas | Active member in *The Real Estate Club at UTD*** **December 2025**
M.Sc. Geographic Information Systems ('24) | Remote Sensing ('25) | Geospatial Intelligence ('25) **GPA 3.9**
LiDAR Project Management Automation by uploading construction-site point-cloud into a GIS
1400 Firebird 7.5 acres Cost & Suitability Analysis for Urban Development Design
- The University of Arkansas | (SGE) Earth Science Honor Society, (AAPG) Student Chapter President** **December 202**
B.S. Earth Science ('12), B.S. Geology ('13), B.A. Geography ('13), M.S. Geology ('14) **GPA 3.8**

PROFESSIONAL PROFILE - CERTIFICATIONS, TECHNICAL & SOFTWARE SKILLS

Professional Geoscientist(P.G.15292), LPST Project Manger (#0000777), & Licensed Realtor (#757538)

ENVIRONMENTAL, CONSTRUCTION, COMMERCIAL REAL ESTATE BUSINESS EXPERIENCE

Professional Skills	National Association of Realtors, 40-Hr HAZWOPER, TBPG, TCEQ
Software Skills	ESRI – ArcGIS, ERDAS, QGIS, Quire, ProCore, Petrel, Petra, SMT Kingdom

APEX GEOS Investments, (Series-LLC.) | ROCKS & Real Estate **ROCKS Real Estate Services, PLLC.** | Richardson, TX

Professional Geoscientist, Project Manager, & Environmental Realtor Consultant in CRE **risk due diligence**

- **May 2020-Present**
- *1Financing Experience for FHA, conventional, HELOC, DSCR, & Ground-Up Construction
- **flow-line**
- **#** ed with CRE developers on land use feasibility study risk assessments, facilitating projects >\$10 MM
- *3Directed Environmental compliance regarding landfills, water wells, storm water (SWPPP)
- *3Conducted soil & water testing, ensuring compliance for commercial & industrial projects
- *3Specialized in managing ESA Phase I/II, Property Condition Assessment (PCA) for minimized capital risk
- *3Project Manager subsurface consultation on environmental remediation for Affected Property Assesment (APAR)

Home Elevator of Texas, Farmers Branch, TX | DFW Sales, Office, and Project Manager

Residential & Commercial projects for everything elevating in North Texas **February 2022 - June 2023**

- Elevator-aid to architects, builders, and contractors for project completion
- Managed Sales, Project Management, Scheduling, and Installation to Service
- Increased sales by 43% in 1st year and built Project-Management Skill-set
- Data mapping of industry to target the best customer base using tapestry segmentation thus increasing ROI

Denbury Resources Inc. | Plano, TX | Business Unit CCS Development Operations Geologist **January 2015- July 2020**

- Led geospatial mapping for critical decision-making considerations in real estate development.
- Supervised economic lease analysis aligning with property valuation and investment analysis for CRE.
- Recommended lease expiration & development strategy for negotiating property deals maximizing profitability.
- Resolved operational issues using technical data, akin to asset management challenges & land use optimization.

PROFESSIONAL CERTIFICATIONS

(NAR) National Association of Relators **March 2021**

- Licensed Realtor# 0757538

Champions School of Real Estate, LTD

- Real Estate Marketing, Real Estate Investment, Real Estate Brokerage **March 2023**

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

Victoria Valentina Fuenmayor

Garland, Texas, 75044; 832-790-4817; Victoria.fuenmayor@utdallas.edu
<https://www.linkedin.com/in/victoriafuenmayor/>

EDUCATION

The University of Texas at Dallas

Bachelor of Science, Global Business and Real Estate Investment Management

May 2026

GPA 3.3

CERTIFICATIONS

UTD Argus Workshop

November 2024

Excel Financial Modeling

April 2024

Learning Excel 2019

October 2022

Learning Word 2021

September 2022

ACADEMIC PROJECT EXPERIENCE

CBRE Sales Job Simulation on Forage

October 2024

- Completed a simulation focused on commercial leasing with CBRE
- Reviewed and analyzed a rent roll
- Developed the location narrative for an offering memorandum

PROFESSIONAL EXPERIENCE

Regal Realtors LLC, Dallas & Houston, Texas

June 2024 – Present

Real Estate Agent

- Formulated a cash flow statement using Microsoft Excel for an investor client, resulting in a successful condo purchase that projected a desired ROI through effective leasing strategies
- Assessed a comprehensive market analysis using CMAs, strategically marketed the property, and negotiated to secure an offer matching the seller's asking price within 15 days of listing

JF Remodeling & Construction Inc, Houston, Texas

May 2023 – Present

Real Estate Acquisition and Development Specialist

- Identified and secured four prime locations for the developer's residential subdivision project
- Acquired city and county permits for parcels requiring specific services and new construction project permissions

eXp Realty LLC, Dallas & Houston, Texas

February 2023 – June 2024

Real Estate Agent

- Closed as buyer's agent, listing agent, and tenant's agent, resulting in a robust understanding of each different transaction and \$1M+ in sales production within the first year
- Overcame challenging negotiations to provide clients with an affordable mortgage payment, a \$30k sales price reduction, and a 1.5% buydown credit for the buyers

VOLUNTEER EXPERIENCE

Sustainability as a Solution to Global Challenges, Richardson, TX, *Conference Organizer*

April 2022 – March 2022

- Proposed Instagram ads and a pop-up stand on campus to promote the event, resulting in a higher number of student registrations for the event and the management and sustainability school organization

ORGANIZATIONS

Real Estate Club Officer, UT Dallas - Content Creator

May 2024 – Present

ALPHA, UT Dallas

October 2024 – Present

Cru, UT Dallas

August 2023 – Present

ADDITIONAL INFORMATION

Skills: Tableau, Power BI, MS Office, CRM, Cold Calls, Sales, Oracle Live SQL, and Digital Marketing

Languages: Fluent Spanish

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

BHAVYA A. JAISWAL

Carrollton, TX; 945.216.6336 baj230003@utdallas.edu

<https://www.linkedin.com/in/bhavya-jaiswal-aa083a265/>

EDUCATION

The University of Texas at Dallas

August 2024

B.S., Neuroscience;

EXPERIENCE

- Non-traditional student that is on a pre-med track but is interested in building experience in real estate investing, marketing, and bioentrepreneurship.

LEADERSHIP EXPERIENCE

The Thirst Project - Charity Walk for Clean Water

July 2022

- *7 hrs per week/6 weeks*
- Self-organized, in partnership with The Thirst Project (non-profit water charity org. founded by Legacy Youth Leadership), raised \$300+ for clean water while walking 2+ miles.
- Acquired 10+ sponsors from companies in local community such as The Giving Garden and ISKCON Dallas

LISD Career Center East - Student Ambassador

Jan 2023 - May 2023

- *7 hrs per week/15 weeks*
- Served as an ambassador that guided prospective students around campus and informed them about the various programs offered at the career center.
- Answered questions and engaged students in thinking about their future careers and classes to take.

ISKCON Dallas - AV Team, Head Photographer

Aug 2019 - Jan 2021

- *8 hrs per week/36 weeks*
- Joined the temple's AV team as their head photographer, taking photos and coordinating temple events, social media platforms, communication
 - Photos published into the temple newspaper and articles, designed advertisement flyers

ORGANIZATIONS

Alpha Epsilon Delta, UT Dallas

August 2024 – Present

Molding Doctors, UT Dallas

August 2024 – Present

ADDITIONAL INFORMATION

Technical: MS Office, Adobe systems

Languages: English, Hindi, Spanish, Gujarati

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions

AARIZ RAZA KHAN

Northlake, TX, 76226; (469) 922-8787; ark230004@utdallas.edu; www.linkedin.com/in/aariz-raza-khan

EDUCATION

The University of Texas at Dallas - Dallas, TX, USA <i>Master of Science, Finance (Real Estate Track)</i>	Jan 2024 – Dec 2025 GPA 3.7/4
University of Management and Technology - Lahore, Pakistan <i>Bachelor of Science, Economics</i> Dean's Excellence Scholarship	Oct 2016 – Oct 2021 CGPA 3.8/4
Study Abroad: Semester Exchange Program, NEIU - Chicago, USA	Jan 2019 – Jun 2019
Study Abroad: Summer Program, LSE-PKU - Beijing, China	Jul 2018 – Aug 2018

CERTIFICATION AND TECHNICAL SKILLS

Certification: CFA Level 1 Passed, Bloomberg Market Concepts (BMC), LSEG, FactSet

Finance and Statistics: Financial Modelling, Valuations, Research, Investment Analysis, Report Preparation, Technical Analysis, Fundamental analysis, Financial Management, Presentation, Accounting, Real Estate Appraisal

Software and Database: Argus Enterprise (Anticipated), Advance Expertise in Microsoft Office, Bloomberg Terminal, S&P Capital IQ, SPSS, Power BI, R, LSEG Workspace, FactSet

WORK EXPERIENCE

IGI Finex Securities Limited - Karachi, Pakistan Jan 2022 – Sep 2023
Equity Research Analyst

- Generated investment reports that increased the research department output by 30% by expanding the investment research coverage to the banking and cement sectors, as well as the broader economy
- Built and updated financial models, increasing the companies under coverage by 20%
- Communicated daily morning news briefings and monthly market presentations on Zoom to the investors and management team and helped increase their attendance rate by 40%
- Established strong customer relationships and provided guidance for informed investment decisions

Askari Bank Limited - Karachi, Pakistan Sep 2021 – Dec 2021
Investment Banking Intern

- Assisted in Underwriting the Commercial Real Estate, Cements, and Steel sectors, supporting the team members to accelerate syndicated loan approvals by 30% through assisting in listing, origination, structuring, and concluding debt instruments
- Conducted due diligence and analyzed financial statements and models to verify and analyze credit applications, assisting the bank in achieving a monthly target of \$350 million worth of debt instrument portfolio
- Maintained relationships with institutional partners and corporate clients in syndicated transactions

Foundation Securities - Karachi, Pakistan Aug 2017 – Sep 2017
Equity Research Analyst Intern

- Assisted analysts in proofreading the investment reports for errors and suggestions and helped the department to increase its productivity by 15%
- Managed the preliminary work of analysts by extracting and communicating key financial data, resulting in a 20% increase in reports generation

ADDITIONAL INFORMATION

Accomplishments: *Symposium Presentation on United States Economic Outlook in Chicago:* outstanding research award (NEIU, Chicago, USA, 2019). *National Scrabble Championship* (2nd Runner Up, F Category, PSA, Karachi, Pakistan)

Extracurricular: Student Assistant at Finance Lab (JSOM, UTD, Dallas, USA), Active Real Estate Club Member 2024-2025 (UTD, Dallas, USA), Report Writing at All Pakistan Business Forum 2017 (Volunteer Service, APBF, Lahore, Pakistan), Ignite 2015 (Marketing Manager, FPS, Karachi, Pakistan)

Projects and Thesis: Equity Research and Valuation Project on Netflix (UTD, 2024), Financial Analysis on Big 4 U.S Oil Refining Companies (UTD, 2024), Pakistan Economy, Determinants and Asymmetric Effects (Thesis, UMT, 2022), Investment Research on Telecommunication Companies in the USA (Verizon, AT&T, and Sprint), Energy Stress on Balance of Payments (UMT, 2018)

Languages: English (fluent), Urdu (fluent), Hindi conversational (fluent), Spanish (Basic), Chinese-Mandarin (Basic)

Eligibility: Eligible to work in the US for internships and full-time positions without sponsorship

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Jack LeGare

(469)-343-7290 | jacklegare0725@gmail.com

EDUCATION

The University of Texas at Dallas

Bachelor of Science in Finance, Real Estate Concentration
Naveen Jindal School of Management

Dallas, Texas

August 2024 - May 2026

Relevant Courses: Financial Accounting, Managerial Accounting, Quantitative Business Analysis, Business Communications, Information Technology Systems

Career Goals: To establish a successful career in the real estate industry with a primary focus on asset management and acquisitions.

PROFESSIONAL EXPERIENCE

Loss Run Pro

Customer Success Manager / Sales Intern

Missoula, Montana

April 2022- August 2024

- Created detailed sales reports containing key performance indicators including the number of leads converted, number of users added, ratio of new to existing accounts, and sales trends.
- Delivered personalized customer support to individual users to help them implement the loss run pro software platform to fit their business workflows through various communication channels.
- Maintained strong customer relationships and contributed to a 96% companywide customer retention rate.
- Assisted lead management through the loss run pro sales pipeline using Excel and Salesforce to log key prospecting metrics including contact information, date of last contact, follow up dates, and lead status.

Send Eats LLC

Inventory Manager

Plano, Texas

December 2021- March 2022

- Maintained thorough inventory records to provide order fulfillment in an accurate and timely manner.
- Conducted regular inventory audits to identify discrepancies between receiving records and inventory records and account for damaged or missing products delivered from vendors.
- Developed comprehensive inventory reports for lead-time, restock, and order quantity.

Chick-Fil-A

Team Member / Team Lead

Murphy, Texas

October 2019- August 2021

- Collaborated with team members to achieve a store record sales figure of over \$8,000 in one day during employment.
- Supervised drive-through and dine-in order fulfillment operations to maximize efficiency and accuracy by managing employee positioning and efficient communication.
- Cross-trained to manage inventory re-stock and break schedule to maximize the productivity of the restaurant and ensure timely delivery of food supplies.

LEADERSHIP & INVOLVEMENT

The University of Texas at Dallas - Real Estate Club

Member

Dallas, Texas

August 2024 – Present

- Learning about the real estate industry from experiences of professionals within the industry.
- Practicing effective communication and presentation techniques with industry professionals and peers.

SKILLS, CERTIFICATIONS, & INTERESTS

Certifications:

- Microsoft Excel (Office 2019) – In Progress
- Break into CRE Modeling Bootcamp

Skills:

- Ship Station
- Salesforce
- ARGUS
- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint

Sai Charan Palvai

+1 469-756-4156 • Dallas, TX • palvaisaicharan@gmail.com • <https://www.linkedin.com/in/sai-charan-palvai-a1b0411ab/>

EDUCATION

Master of Science, Computer Science	May 2026
The University of Texas at Dallas, Texas, United States	
Bachelor of Engineering, Electronics and Communication Engineering	June 2022
Vasavi College of Engineering, Telangana, India	

TECHNICAL SKILLS

Programming Languages, and Skills: C/C++, Java, DSA, Python, Java Script, Pega PRPC, HTML, CSS, OOPS, SDLC, RDBMS
Databases, and OS: Pega 8.x, Pega Infinity 23, NoSQL, MongoDB, MYSQL, TensorFlow, Windows, Linux
Tools: Jira, Azure Devops, Postman, PowerPoint, Adobe, InDesign, Photoshop, Word, Excel
Certifications: Pega Certified System Architect, Pega Certified Senior System Architect, CCNA1, CCNA2

WORK EXPERIENCE

Pegasystems, INDIA **August 2022 – August 2024**
System Architect

- Designed a Pega-based Client maintenance application for OCBC Bank and WaterNSW, reducing clicks and enhancing user experience to streamline onboarding.
- Integrated Pega applications with external systems using Connect REST APIs, ensuring seamless data flow.
- Trained on Pega Customer Decision Hub for future projects involving real-time decisioning.
- Spearheaded the delivery of tailored solutions for clients in Malaysia and Singapore, driving the successful release of two high-impact projects within a year.
- Led a team in developing the CLSA App Tracker, an end-to-end application using Constellation, empowering over 2,000 Pegasystems employees to monitor and assess their skillset progression, while providing personalized recommendations for their next steps.
- Volunteered to mentor two interns during their 4-month internship, guiding them in building an end-to-end application and accelerating their integration into the team by a month ahead of schedule.

Pegasystems, INDIA **April 2022 – August 2022**
Intern

- Developed an application using Pega Designer Studio for a network provider, enabling thousands of customers to seamlessly register with enhanced security through a 2-step verification process.
- Created comprehensive reports from customer-provided data, extracting critical business insights that drove a 20% increase in operational effectiveness.

ACADEMIC PROJECTS

Client Onboarding and Maintenance Banking Application | Pega Infinity 23, Java, XML **August 2022 – January 2024**

- Extended client onboarding application to Malaysia, ensuring seamless integration with systems in Singapore.
- Implemented the Front Office Account Services Tool on the Pega platform for the Bank of Singapore, replacing Excel-based customer data maintenance tools, contributing to an improved response time for customer requests by 40%.
- Configured APIs using integration connectors to validate customer identities against backend databases.

A Deep CNN Model for Glaucoma Detection in Retina Tomography | Python, NumPy, TensorFlow **January 2022 – May 2022**

- Performed a comparative analysis of MobileNet, Inception V3, and a proposed model for glaucoma disease detection, assessing performance metrics such as accuracy and training time, and identifying the most efficient approach based on the results.

Leveraging Deep Learning and Radiography for Diagnosis of COVID-19 | Python, TensorFlow **January 2021 - May 2021**

- Implemented a CNN model-VGG16 with transfer learning to differentiate four classes of lung diseases, achieving a 98% accuracy with a focus on Covid-19 detection.
- Published the research paper in Solid State Technology (Volume 64, issue 2).

VOLUNTEER EXPERIENCE

Corporate Social Response: Co-Lead **January 2024 – August 2024**

- Coordinated community events, including distributing supplies to over 500 students at orphanages and leading lake cleaning initiatives, boosting engagement and participation by 50% while enhancing environmental sustainability.

Jacob Phillips

713-204-5802 | Austin, TX | jacob@houstonmail.net
linkedin.com/in/jacob-phillips-878152216

EDUCATION

University of Texas - Dallas

MBA, Concentration in Real Estate

GPA: 3.67

Current – May 2025

Texas A&M University

B.S., Animal Science

GPA: 3.69

Honors, Cum Laude

September 2019 - December 2022

Alvin Community College

Associate of Arts

GPA: 3.59

Cum Laude

May 2019

PERSONAL ACHIEVEMENTS

- Eagle Scout
- Black Belt in Karate
- Aggie

BUSINESS EXPERIENCE

Inertia Properties LLC

Investment Partner/Remodel Manager

Houston, Texas

January 2020 - Present

- Deal discovery, investment analysis, scopes of work, contractor communication, and exit strategy planning
- Long-term rental management and continued improvement for short-term rental
- Independently designed Aggie Fan Cave Airbnb in College Station resulting in 100% increase in revenue

Lifestyles Unlimited Inc.

Member Service Representative, Member

Irving, Texas

March 2023 – July 2023

- Generated attendance for local and national seminars, expos, and field trips through telecommunication
- Set up for events, supported streaming events, and assisted attendees with issues, questions, and purchases
- Ensured a positive, helpful face of the company was always conveyed which improved our brand image
- Continued education on residential and commercial real estate investment
- Earned accreditation as a Sophisticated Investor

Galveston Sea Ventures

Deckhand/First Mate

Galveston, Texas

Summers of 2017-2019

- Operated commercial and private charter fishing trips
- Stocked boat before sunrise, greeted customers, baited hooks, landed fish, cleaned fish, and cleaned the boat
- Prided myself on having a spotless boat every day and the experience to catch help catch anything that swims

SKILLS

Strong Understanding of Integrity, Positive Attitude, Optimism, Analytical, Honesty, Ethical Dedication to Task Completion, Feedback Adaptation, Telecommunication, Leadership, Capable in Excel, Microsoft Office, Market and Financial Analysis, Strategic Decision Making

Kiana Razdar

kianarazdar@gmail.com | 469.471.4292 | www.linkedin.com/in/kianarazdar

EDUCATION

The University of Texas at Dallas

B.S. in Finance (Received associate degree with HS diploma)

Richardson, Texas
Expected December 2025

- **GPA:** 3.97 / 4.0
- **Honors:** Phi Kappa Phi Honor Society, Dean's List (4x)
- **Scholarship:** Valedictorian Academic Excellence Scholarship (Full tuition)
- **Relevant Coursework:** Business Finance, Accounting, Neuroscience, Abnormal Psychology

EXPERIENCE

Altair Global

Global Financial Services Summer Intern

Frisco, Texas
June 2024- August 2024

- Analyzed financial data and trends to support the team in improving billing processes and reducing outstanding receivables
- **Nearly 300 internal audits conducted to identify financial integrity defects**
 - Detected open accounts receivable, unbilled transactions, and out balance ledgers for accurate client billing
 - Produced detailed reports that effectively communicated audit findings and recommendations to stakeholders
- **Internship Project- Pitch to Leadership for company improvement**
 - Collaborated on a group internship project to analyze generational differences in the workplace, presented our findings and actionable recommendations to the leadership team, including the CEO, CFO, and COO
 - Gathered data from 121 respondents by designing and conducting a company-wide survey
 - Conducted interviews with team members across four generations to identify organizational gaps and provide feedback for solutions

Heal 360 Primary and Urgent Care

Medical Assistant

Dallas, Texas
May 2022- May 2023

- Achieved a 50% reduction in patient wait times by implementing an online check-in system
 - Enhanced operational efficiency and minimized complaints
- Developed detailed financial models of insurance claims to enhance the analysis of patients billing process
- Updated information for over 800 patient accounts in the EMR database
- Established a new Inventory management system to decrease expenses

LEADERSHIP & PROFESSIONAL DEVELOPMENT

The Real Estate Club

Member

Richardson, Texas
August 2024 – Present

- First Place: Institute of Real Estate Management (IREM) Case competition

Molding Doctors

Fundraising Chair

Richardson, Texas
October 2022 – May 2023

- Contributed to a 16-person committee focused on raising funds for partnered philanthropic initiatives
- Raised \$18,000 by directing the organization of six fundraising events with over 120 participants

Iranian Student Community

Treasurer

Richardson, Texas
September 2022 – May 2023

- Initiated a tracking system to record expenses and revenues for each event for budgeting
- Managed bank account to ensure proper usage of the organization's funds

ADDITIONAL INFORMATION

Skills: Microsoft Office Suite, Experience with SQL and Tableau

Languages: Proficient in Persian

Interests: Investing (cryptocurrency & ETFs), Self-development, Traveling (Iran, Turkey, Mexico, Spain, France), Volunteering (ESL volunteer teacher for 3 years)

NIRAV ROHRA

469-428-3936 | niravrohrawork@gmail.com | Dallas, TX | www.linkedin.com/in/nirav-rohra

EDUCATION

The University of Texas at Dallas, Dallas, TX

08/2023 - 12/2026

- Bachelor of Science in Computer Science, with a Certification in Cyber-Defense
- Scholarships: **Academic Excellence Scholar**

SKILLS

- **Technical:** Penetration Testing (OWASP Standards), Kali Linux, Bash, Shell Vulnerability Assessment, Network Security, Java (OOP), C++, HTML/CSS, Graphic Design, Machine Learning, SQL, Python, Microsoft Products, Mainframe, AWS
- **Frameworks:** Cybersecurity Risk Assessment, Threat Mitigation, Digital Forensics, Network Intrusion Detection and Prevention, Product Lifecycle Management, Predictive Data Analytics, Team Dynamix, Bot Development, Jira, Kanban, Agile Scrum
- **Certifications:** Oracle Certified Associate Java SE 8, Oracle University 06/2022

RELEVANT WORK EXPERIENCE

Office of Information And Technology Labs Assistant, University of Texas At Dallas

08/2024-Present

- Serve over 30,000 students and faculty by efficiently resolving IT issues (e.g., disk partitioning for virtualization, driver issues, brute-force password resets using unique tokens) and addressing security incidents (e.g., SSH server problems) across university.
- Ensuring 99.1% uptime for servers and computer labs by providing secure access, keeping all software patched and updated.
- Administering UTD's proprietary software: ticketing system (Atlas-Jira), print software (Pharos), and database system (Sailpoint).

Programming Intern, Royal Technosoft Pvt Ltd

11/2019 - 07/2021

- Taught programming concepts to over 500 college freshmen as a high school sophomore, creating engaging projects like a graphic game in C++ and a dinosaur-themed game on Microsoft HoloLens using Unity3D.
- Featured in local media, including the Ahmedabad Mirror (readership of over 5 million) and VTV Gujarati news (viewership of over 3 million), as the youngest professor in my city, highlighting my contributions to tech education.
- Designed and managed the entire curriculum, including lesson planning, scheduling, assessments, and presentations, utilizing tools such as Microsoft 365 (all applications), Google Suite, Cengage, Zoom, and Canva to ensure a comprehensive learning experience.
- Expanded the program to a virtual format during the pandemic, reaching over 800 international students from countries including the UK, USA, Taiwan, and UAE, fostering a global learning community.

Web Designer and Deployment (Contract Based), Dallas TX

11/2019 - Present

- ftth24x7.com - Developed a telecom website with user-centered design, implementing data-driven UX improvements like dynamic content tailored to browsing patterns, A/B testing for optimal navigation styles, and progressive disclosure to streamline navigation and emphasize key features. Net **23.5%** improvement in user retention.
- tranquilflow.org - Built a yoga platform leveraging Convolutional Neural Networks (CNNs) for injury detection through image analysis (which also leverages Gemini - Google), K-means clustering to categorize user types based on preferences, and Collaborative Filtering for personalized class recommendations, boosting accessibility and user engagement by **17%**.
- aiaautd.org - Developed an education website (over 400 active members). Implemented features: progressive disclosure, dynamic content to highlight key events and resources, which increased member engagement and ease of access to study materials for users.
- **HRCR Lamination LLP** - Currently developing a secure, contract-based website for a metal manufacturing company, prioritizing intuitive design, user-centered interfaces, and robust data protection. (The company's goal is to have high SEO ranking)

PROJECT EXPERIENCE (Cybersecurity and Artificial Intelligence)

11/2019-Present

- **Conducted Penetration Testing on Hindenburg Research:** Performed a thorough penetration test on HindenburgResearch.com and identified security vulnerabilities within the admin portal. Reported findings to Nathan Anderson, Founder of Hindenburg Research, contributing to enhanced platform security.
- **National Security Agency - Codebreaker Challenge, Part 3 (Ongoing):** Engaging in advanced cybersecurity problem-solving, including cryptography, reverse engineering, and network forensics (The tasks are usually encoded in a binary hex object file)
- **Fake Audio Detection:** Created a ML model, trained on ResNet architecture, which detects deep fake audio with **96.8%** accuracy
- Program Analyst at NASA L/SPACE - Estimated and minimized costs for a \$420 million lunar landing hypothesis, leveraging data visualization with Tableau. Simulated visuals based on insights extracted from research papers through a machine learning model.

ADMINISTRATIVE WORK EXPERIENCE

President, Community Council, The University of Texas At Dallas

09/2024 - Present

- Manage a budget and **grants of \$150,000**, lead council meetings to support campus-wide programs and events.
- Preside over the Executive Board, guiding strategic initiatives and data driven decisions for a community of over **4,500 students**.
- Delegate responsibilities and projects to executive members, ensuring efficient task completion and accountability.

Facility Management Student Assistant, The University of Texas At Dallas

03/2024 - 08/2024

- Assisted in administrative tasks to ensure compliance with facility management protocols.
- Coordinated and managed facility operations with a focus on maintaining secure access and safety standards.

EXTRA CERTIFICATIONS

Yoga Alliance USA Certified Yoga Instructor (**April 2023**), Excel Financial Modeling (**April 2024**), Network+ (**In Progress**)

DAVID SALAZAR

| 817.524.9113 | David.Salazar@UTDallas.edu | Southlake, TX | linkedin.com/in/davidsal | U.S Citizen |

EDUCATION

The University of Texas at Dallas

B.S. in Finance & Investment

Richardson, TX

Expected May 2026

UTD Men's Golf Team

August 2022 – Present

- Foster a positive team environment by emphasizing, through example, the importance of teamwork and cohesion to excel both on and off the course

ACADEMIC PROJECTS

Entrepreneurship Business Model

Fall 2024

- Product: Recycling fiber-reinforced composites from wind turbine blades by shredding them down into a fine material that could be used as an aggregate for 3D printing in many industries
- Gaining key entrepreneurial experience by developing an idea into a business with my team through the process of pitching the idea, creating executive summaries, creating an MVP, developing business models, and an investor presentation

EXTRACURRICULARS

Bloomberg Global Trading Challenge Participant

Fall 2024

- Investing \$1 million virtual U.S. dollars, using the Bloomberg Terminal on the WLS Index to define market assumptions, develop the most optimal return-generating strategy, and execute trades within a closed network
- Generated over \$60,000 in realized P&L by executing 100+ trades, positioning our team in the top 10% of global competitors halfway through the competition as of November 2024

Project Destined

Fall 2024

Northmarq Capital Markets Bridge Program

- Attend interactive speaker series sessions with Northmarq sector leaders, gaining insights into industry-leading practices while collaborating with fellow program team members to complete skill-building workshops
- Complete weekly asynchronous CRE investments and underwriting courses to further strengthen my foundation

CRE Fundamentals Program

September 2024

- Conducted market research by analyzing data such as property values, demographics, supply and demand, economic indicators and market trends to identify investment decisions
- Explore key financial metrics and property analysis by analyzing offering memorandums and their key components including property overview, rent roll, and the income statement

EXPERIENCE

Blessed Craft Collection LLC

Grapevine, TX

Founder and Owner

Est. Sep 2024

- Transformed passion for collecting golf ball markers into a direct-to-consumer ecommerce business
- Operate all facets of online retail business independently, such as product sourcing, website management, branding, marketing, shipping logistics, and customer service
- Projected sales to exceed \$2,000 by year-end within the first two months of operations; planning expansion into DFW country club pro shops in early 2025 through licensing agreements

Tour Proven Golf

Colleyville, TX

Store Manager & Club Technician

May 2024 – August 2024

- Analyzed customer data by utilizing Trackman technology in order to meet unique customer specifications. Data then is used to guide customers through customization process to optimize their specific golf needs
- Trusted to independently operate the facility, ensuring business profitability in the absence of management
- Cultivated positive relationships with customers through attentive service, yielding increased customer loyalty

ADDITIONAL

Interests: Finance, Commercial Real Estate, Entrepreneurship, Rubiks Cube Solving, Piano, Competitive Golf

Relevant Coursework: Real Estate Club, ALPFA, Business Finance, Financial Accounting, Managerial Accounting

Certificates: Bloomberg Finance Fundamentals, Project Destined CRE Fundamentals, Recalc Finance Fundamentals

Sophia Soto

Allen, TX; 562.896.5699; sophiasoto4275@gmail.com

www.linkedin.com/in/sophiasoto47

EDUCATION

The University of Texas at Dallas

B.S., Marketing; Minor in Psychology
Davidson Management Honors Program

May 2026

GPA 3.8

WORK EXPERIENCE

TMG Inc - Addison, Texas

March 2024 - July 2024

Spectrum Sales Representative

- Generated \$1700 in sales in one day, consistently doubling the weekly revenue target of \$800 via Salesforce leads
- Facilitated team growth by training 5 employees in product knowledge and sales procedures via evaluations
- Fostered 40+ strong customer relationships through attentive service and personalized communication strategies

Ellen's Restaurant & Bar - Allen, Texas

June 2023 - December 2023

Waitress

- Implemented solid communication skills by welcoming and engaging patrons, earning dozens of repeat guests
- Demonstrated proficient multitasking skills in a fast-paced environment by managing 8 tables simultaneously
- Increased customer satisfaction by mentoring 10+ trainees on knowledge of policies and procedures in 6 months

Datatax - Allen, Texas

November 2021 - May 2023

Bookkeeper Aide, Tax Preparation Aide

- Compiled and organized over 2,000 client and company tax files to facilitate efficient tax preparation processes
- Reconciled bank debits, credit card statements, and checks for 8+ clients in one day
- Executed clerical duties to increase organization, maintaining the confidentiality of 2,000+ clients' banking records

INTERNSHIP EXPERIENCE

Credit Union of Texas SMART Branch - Allen, Texas

July 2021 - May 2023

SMART Branch Intern, Student Branch Manager & Student Head Marketer

- Managed over 30 member accounts in a 3-month period and conducted 60+ member transactions monthly
- Coordinated and managed 15 community engagement activities to foster a sense of involvement and connection
- Administered 8 financial literacy presentations, educating over 400 Allen High School students

Allen High School - Allen, Texas

August 2022 - May 2023

AHS Public Relations Intern

- Crafted 25+ flyers to inform 7,800 students of school news via X (formerly Twitter), Instagram, and Facebook
- Designed Canva presentations and created Excel spreadsheets to support various school initiatives

ORGANIZATIONS

UT Dallas Real Estate Club

May 2024 - Present

Board Member - Website Development

- Utilize Wix to ensure timely output of dozens of events and weekly newsletters, reaching over 1500 impressions

Circle K International Member

August 2024 - Present

Tri Delta Sorority Member – Epsilon Theta Chapter

September 2023 - July 2024

ADDITIONAL INFORMATION

Languages: English (Native) & American Sign Language (Conversational)



Herbert D. Weitzman
Institute for Real Estate

FINANCIAL ANALYST

Internship

FALL/WINTER 2024

Vishnu Ajay

Dallas, TX, 75080 | 945.527.5192 | ivishnuajay@gmail.com | www.vishnuajay.com | linkedin.com/in/vishnu-ajay/

EDUCATION

The University of Texas at Dallas , Richardson, TX	May 2025
Master of Science, Management Science (Real Estate Concentration) Dean's Excellence Scholarship Nash Leader <i>Relevant Coursework: Financial Modeling, Real Estate Finance, Project Management, Business Analytics, Statistics</i>	
National Institute of Technology Calicut , Kozhikode, India	May 2023
Bachelor of Technology, Computer Science and Engineering	

AWARDS & HONORS

SIOR Commercial Real Estate Scholarship , Society of Industry and Office Realtors (SIOR)	June 2024
Beck Group Fellowship for Real Estate , UT Dallas Naveen Jindal School of Management	June 2024

PROFESSIONAL EXPERIENCE

KanTime , Plano, Texas	May 2024 – Present
<i>Technical Product Manager Intern</i>	Aug 2024 – Present
<ul style="list-style-type: none">Conducted competitor analysis and authored a 20-page feasibility study, identifying 3 new product opportunities for clinical decision support features.Networked with 100+ industry professionals at a user conference, participated in 5 product development workshops, and generated 3 new product ideas, establishing connections with 10 prospective users.	
<i>Data Analyst Intern</i>	May 2024 – Aug 2024
<ul style="list-style-type: none">Compiled and analyzed 100K rows of Medicare data from 50 states using Excel VBA and SQL and created interactive data visuals using Tableau to develop state-specific payer program dashboards.Developed an ML model using machine learning algorithms on 500+ patient records, predicting hospitalization risk.	
Apollo Hospitals , Kochi, India	May 2023 – July 2023
<i>Finance Analyst Intern</i>	
<ul style="list-style-type: none">Conducted financial analysis on six high-volume orthopedic surgeries on MS Excel, utilizing LOOKUPS, and pivot tables, optimizing surgery fee packages to increase profit margins by 15%.Created data visualizations and dashboards to display information creatively to senior leadership, reducing reporting time by 30% and improving client comprehension of KPIs.	
Oracle , Hyderabad, India	May 2022 – July 2022
<i>Applications Development Intern</i>	
<ul style="list-style-type: none">Collaborated with stakeholders to gather requirements, create documentation, and test a HCM chatbot system, resulting in a successful launch with zero critical errors.Developed a project plan on Smartsheet and facilitated weekly team meetings to ensure timely project completion, reducing development time by 20% compared to estimates.	
Family Real Estate Business , Kochi, India	May 2020 – April 2022
<i>Commercial Real Estate Analyst</i>	
<ul style="list-style-type: none">Transformed real estate operations through Excel-based data analysis and digital tools, identifying discrepancies in financial models and improving transparency.Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.Interacted with clients in due diligence processes and conducted 15 site tours to understand needs and present solutions, leveraging strong communication skills to build trusted advisor relationships.	

PROJECT EXPERIENCE

Supermarket Data Analytics: Optimizing Operations through Advanced SAS Analysis	January 2024 – May 2024
<ul style="list-style-type: none">Analyzed US supermarket chain data using SAS Enterprise Miner, applying market basket analysis, customer segmentation, and regression modeling on 50+ branches and 7,500+ transactions.	

SKILLS/CERTIFICATIONS

Certified Associate in Project Management (CAPM) , Project Management Institute	January 2024
Excel Financial Modeling , Herbert D. Weitzman Institute for Real Estate	April 2024
ARGUS Workshop , Herbert D. Weitzman Institute for Real Estate	May 2024
<i>Skills:</i> ARGUS, Excel, VBA, Visio, PowerPoint, SAP, SAS, Tableau, PowerBI, Adobe Suite, Python, SQL, HTML, CSS, Java, React, C, C++	
<i>Eligibility:</i> VISA, Eligible to work in the US for internships and full time for up to 36 months	

Franklin Avera

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[linkedin.com/in/franklin-avera](https://www.linkedin.com/in/franklin-avera)

EDUCATION

The University of Texas at Dallas
Bachelor of Science, Finance

May 2027
GPA 3.70

ADDITIONAL INFORMATION

Skills: Excel, PowerPoint, C++

PROFESSIONAL EXPERIENCE

Jeanetix Fitness, Richardson, TX, United States

Aug 2024 - Pre

Personal Trainer / Marketing

- Designed and implemented personalized fitness programs for clients
- Expanded client base through targeted social media marketing strategies

Canyon Creek Country Club, Richardson, TX, United States

Sep 2024 –Pre

Performance Trainer

- Optimized athletic performance for golf and tennis club members
- Led strength and conditioning programs for the youth tennis academy
- Collaborated with executives and owners on strategic business initiatives

ACADEMIC PROJECT EXPERIENCE

IREM Case Competition Winner, Plano, TX, United States

Sep 19 – Oct 19, 2024

- Analyzed real estate property for potential value-add opportunities
- Delivered presentations to senior-level property managers
- Conducted comprehensive property site analysis
- Developed innovative marketing strategies to enhance property appeal.

Candy Land, Coding Language: C++

Nov 2023

- Developed a digital version of Candy Land utilizing C++ programming
- Engineered backend function using variables, string manipulation, and arrays.

ORGANIZATION EXPERIENCE

Boy Scouts Of America, Austin, Senior Portal Lead

Aug 2014 – May 2022

- Led and mentored in leadership exercises and team missions
- Led 20+ scouts during an 80-mile 12-day high-adventure backpacking expedition
- Achieved Eagle Scout award to only 4% of scouts complete

UTD Rugby Team, Social Media Manager

- Competed in state-level matches against Texas and Oklahoma universities
- Filmed and produced video content showcasing games and training sessions

AWARDS

Eagle Scout

Summer 2022

Army ROTC National Scholarship, UC Boulder

Summer 2023

Smithavarun Bavirishetti

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EDUCATION

The University of Texas at Dallas

Dec 2025

M.S., Finance

3.75 GPA

Christu Jyothi Institute of Technology and Science (affiliated to JNT University Hyderabad)

Nov 2014

B.Tech., Mechanical Engineering

Academic Projects

NTXIA Non-Profit Organization (**The University of Texas at Dallas**)

May 2024- Jul 2024

- **Innovation@work**, Applied Lean Innovation methods to a real-world company problem regarding increasing membership and designing Key Performance Indicators.

BUSINESS EXPERIENCE

International Peer Advocate, Intercultural Programs, **The University of Texas at Dallas**

Jul 2024- Present

- **Facilitated** in creating and implementing transitional programs for 1,200+ international students each semester.
- **Planned** for cross-cultural problem-solving and represent ICP as a student leader.

Telangana State Co-operative Apex Bank Limited, Hyderabad, TS, India

Staff Assistant

Jan 2018–Jan 2024

- **Led** database migration project, enhancing work efficiency by 20%, and streamlined leave application process, reducing processing time by 30%.
- **Implemented** Excel techniques, cutting financial review turnaround by 25% and ensuring timely reporting.
- **Reviewed** 80+ internal reports, improving operational efficiency and reducing risk incidents by 35%.
- **Resolved** long-standing reconciliation issues for GL heads, using CBS reports and archived records, reducing auditors' workload by 15% and achieving 100% reconciliation accuracy.

President, APCOB TEU (Employees' union), Telangana State Co-operative Apex Bank Limited, Hyderabad Jan 2020–Jan 2022

- **Negotiated** and executed 5 collective bargaining agreements, yielding a 50% rise in average wage and 10% enhancement in working conditions, encompassing heightened safety measures.
- **Successfully** advocated for and secured National Pension Scheme benefits for 500 employees, leading to a 10-15% increase in income for each member.

Spokesperson, APCOB TEU, Telangana State Co-operative Apex Bank Limited, Hyderabad

Sep 2019–Jan 2020

- Researched loopholes in Telangana's cooperative systems, presented findings to state-level committee, and influenced Cooperative HR Policy, enhancing operations for 6,000+ statewide employees.

The Warangal District Co-operative Central Bank Ltd., Warangal, TS, India

Staff Assistant

Jan 2016–Jan 2018

- Leveraged strong analytical skills to ensure Due Diligence compliance in branch operations.

VOLUNTEER

Student Mentor, **Prodigy Finance**

Feb 2024–Present

ORGANIZATIONS

Vice President, **Badminton Club, UTD**

Apr 2024–Present

Founding Treasurer, **Campus Emergency Response Team, UTD**

Jul 2024–Present

Member, **University Toastmasters of Dallas, UTD**

Jan 2024–Present

ADDITIONAL INFORMATION

Technical Skills: Argus, Power BI, Advanced MS Excel (Pivot, Lookup), AUTOCAD, Bloomberg.

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions for 36 months (STEM) without sponsorship

RIFAT BUDHWANI

Dallas, TX, 75080; (945) 291-1004; RifatUmid.Budhwani@UTDallas.edu; www.linkedin.com/in/rifat-budhwani/

EDUCATION

The University of Texas at Dallas

Master of Science, Finance (STEM)

Concentration- Real Estate Finance

Aug 2024 - May 2026

GPA 4.00

University of Pune

Post Graduate Diploma in Banking and Finance

April 2020 - April 2021

GPA 3.81

University of Pune

Bachelor of Business Administration

June 2017 - April 2020

GPA 3.61

PROFESSIONAL EXPERIENCE

Credit Suisse

Oct 2022 – Aug 2023

Financial Analyst

- Prepared monthly Financial Reporting of 19 million USD, utilizing advanced Excel to ensure transparency and accountability to stakeholders.
- Prepared and delivered accurate monthly headcount and financial forecasts by analyzing complex datasets, resulting in a 10% improvement in forecasting accuracy and enhancing decision-making processes.
- Delivered strategic insights through variance analysis using Power BI reducing decision-making time by 20% and enhancing financial strategy alignment.
- Forecasted and managed global expenses of \$8M using spreadsheet software, ensuring accurate recording and budgeting, which resulted in a 15% reduction in budget variances.
- Conducted independent cost analyses to monitor financial activities, successfully validating 100% of restatement proposals, which reduced discrepancies by 20%.
- Examined internal controls over 500M USD entries and SOX compliance checks ensuring error-free postings.

Deutsche Bank

Aug 2020 – Sept 2022

Financial Analyst

- Developed monthly financial reports, and financial ratios using PeopleSoft, Business Warehouse, and SAP, improving financial reporting efficiency by 20% for both internal and external stakeholders.
- Automated the US region's unmapping process, saving 150 man-hours monthly and increasing operational efficiency by 30%.
- Performed detailed interest rate analysis to assess impact on investment strategies and portfolio performance.
- Collaborated with internal teams to test and improve tools, resulting in daily savings of 85 man-hours and significant cost reductions.
- Facilitated the disclosure of Capital Markets worth €1.4 billion for the Asia Pacific region, ensuring comprehensive and accurate financial reporting.

ACADEMIC PROJECT

Financial Analysis of Reliance Communication

Dec 2020 – April 2021

- Analyzed Reliance Communication Pvt Ltd.'s decade-long financial decline through cash flow and balance sheet analysis and calculated key ratios—profitability, leverage, liquidity, and solvency—to uncover trends.

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

Real Estate Club (Member), The University of Texas at Dallas

Aug 2024-Present

- Developed industry knowledge and networking skills through workshops and events.
- Collaborated on projects, demonstrating commitment to real estate and teamwork.

SKILLS & CERTIFICATIONS

Skills: Python, R, ARGUS, Financial Modelling, MS Excel, MS Word, MS PowerPoint, Bloomberg Market Concept, Financial Statement Analysis, Problem Solving, Interpersonal Skills, Public Speaking, Critical Thinking, Team player, Communication Skills.

Certification: Certified Management Accountant (CMA USA)

Languages: Fluent in English and German.

Komal Chakravarthula

945-283-6272 | chakravarthulakomal@gmail.com | <https://www.linkedin.com/in/komalch/>

EDUCATION

- The University of Texas at Dallas** – Dallas, Texas May 2025
Master of Science, Financial Mathematics GPA 3.62
- **Relevant Coursework:** Financial Modeling for Valuation, Accounting for Managers, Mathematical Methods in Finance, Derivatives, Analytics of Finance.
- Amity University** – Noida, India May 2022
Bachelor of Business Administration in Finance and Accounting GPA 3.6

PROFESSIONAL EXPERIENCE

- The University of Texas at Dallas** – Dallas, Texas Aug 2024 -Present
Graduate Teaching Assistant
- Educated 150+ graduate students in business and real estate courses: Financial Management, Real Estate Market Analysis and Investments, and Introduction to Real Estate.
 - Developed and delivered lectures on concepts, Net Income, DCF models, risk analysis, Economic Base Analysis, and Liquidity Coverage Ratio aligning with course objectives to enhance students' analytical skills.
- Berkadia (A Berkshire Hathaway and Jefferies Company)** – Hyderabad, India May 2022 – June 2023
Financial Analyst – Commercial Real Estate
- Performed in-depth analysis of financial statements and credit risk models for a \$20 million portfolio, reducing default rates by 15% through detailed sensitivity analysis and implementing early warning triggers.
 - Optimized financial tracking and reporting processes by reconciling outstanding funds and borrower payments, ensuring 100% SLA compliance.
- PSG Pharmaceutical** – Hyderabad, India Oct 2020 – April 2022
Finance and Accounting Co-Op
- Led a team of 10+ interns to prepare financial statements and forecast budgets, improving efficiency by 40%.
 - Created a dynamic financial forecasting model that projected revenue and expenses, resulting in a 150% increase in profit margins by optimizing cost allocation and pricing strategies.

LEADERSHIP AND AWARDS

- Herbert Weitzman Institute of Real Estate** Aug 2023 - Present
Vice President of Communications
- Led the university's largest student organization, driving a 120% increase in membership through strategic events and alumni engagement.
 - Organized events featuring industry professionals and conducted financial modeling workshops to enhance students' real estate knowledge and skill.
- Dean's Excellence Scholar - UTD**
CoreNet Global North Texas Scholar
Society of Industrial & Office Realtors Scholar
NASH Leadership Fellow

ACADEMIC PROJECT

- Quantitative Portfolio Optimization**
- Conducted in-depth stock return analysis and optimized portfolios, focusing on correlation, covariance, and risk management strategies to maximize the Sharpe ratio.
 - Utilized advanced data analysis techniques to determine optimal portfolio weights and assessed the relationship between selected stocks and market trends.

SKILLS

Skills: Advanced Excel (Pivot Tables, VBA, Macros), R, Bloomberg Terminal, Financial Modeling, ARGUS, CoStar.

Tommy Cherucheril

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<https://www.linkedin.com/in/tommycherucheril/>

PROFESSIONAL SUMMARY

Motivated finance student with a strong background in investment banking and real estate. Incredible work ethic, very coachable, and high attention to detail. Skilled in financial modeling, real estate underwriting and acquisition, contract structuring and negotiation, and client interaction. Seeking an internship opportunity to gain hands-on finance experience whilst applying current skill set to make positive contributions to the team.

EDUCATION

The University of Texas at Dallas

December 2025

Bachelor of Science, Finance (Real Estate Finance Concentration)

GPA 3.4 (3.62 last 3 semesters)

Relevant Coursework: Investment Management, Financial Management, Financial Modeling, Real Estate Principals, Business Finance, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, IT for Business, etc.

PROFESSIONAL EXPERIENCE

The Vant Group, Dallas, TX

September 2024 – Present

Investment Banking Analyst Intern

- Assisted in financial modeling and analysis for mergers and acquisitions engagements
- Drafted and finalized supportive marketing materials for clients such as executive summaries, confidential information memorandums, etc.
- Assisted Managing Directors with ad hoc tasks related to their deals

Shaddock Homes, LTD, Plano, TX

May 2024 – August 2024

Land Acquisitions Summer Analyst

- Conducted detailed underwriting for two acquisitions valued over \$100MM by preparing forecasts, pro forma quarterly income and cash flow statements, and vertical construction pro forma models
- Produced comparative market analyses to evaluate market trends and property values by collecting data for over 1000 new home builds across DFW in order to develop pricing strategies
- Researched geographic trends, market conditions, and competitor pricing to create compelling data visualizations and presentations to propose land acquisition recommendations to upper management

Beam Real Estate, LLC, Flower Mound, TX

April 2023 – Present

Licensed Texas Realtor

- Closed or currently executing a total of over \$2 million in residential real estate transactions this year
- Guided home buyers and sellers through sales and purchases of properties, advising on market conditions, prices, mortgages, legal requirements, and related matters
- Coordinated property closings, overseeing the document signing and fund disbursement

ORGANIZATION EXPERIENCE

Real Estate Club at UTD, IREM Case Competition Team

September 2024 – Present

- Won 1st Place at the 2024 IREM Dallas Case Competition after being selected to represent the University of Texas at Dallas.
- Gained experience in real estate financial underwriting and pitching commercial real estate investments to judges

Beta Chi Theta National Fraternity, Inc., Social Chair

December 2022 – Present

- Negotiated contracts with venue owners to organize events
- Recruited new members and arranged recruitment events, increasing recruitment by 40% in 2023

ADDITIONAL INFORMATION

Skills: ARGUS Enterprise, Microsoft Suite, Tableau, SQL, Adobe Creative Cloud, NTRIS

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Thomas Crawford

Richardson, TX 75080

crawfordthomasb@gmail.com | 816.328.1773 | www.linkedin.com/in/thomascrawfordb

EDUCATION

University of Texas at Dallas, Jindal School of Management - Cumulative GPA: 3.967

Richardson, Texas

Major: Bachelor of Science, Finance

Concentration: Real Estate

Expected Graduation: May 2027

Honors/Awards: Deans list (Fall 2023, Spring 2024), Summa Cum Laude (Spring 2022)

EXPERIENCE

Weitzman

Richardson, TX

Intern

Sep 2024 – Present

- Participate in an industry leading survey of commercial properties in the DFW area by visiting retailers and noting key information
- Set to exceed quota of surveying 25 retail properties by over 600%
- Demonstrate great attention to detail by finding abnormalities within the properties and generating leads for broker team

Zach Pruitt State Farm

Gun Barrel, TX

Risk Advisor

Feb 2023 – Mar 2024

- Performed extensive risk analysis to help clients understand and mitigate potential risks on investment properties allowing me to lead the agency in policies sold to income generating assets
- Exceeded sales goals consistently, issuing 110+ property and casualty policies monthly often leading the agency
- Led initiative to redesign presale process that increased transfer rate over 300% and whole office monthly premiums 17%
- Utilized Sales Force for detailed client and sales funnel management

DQ Tyler

Tyler, TX

Store Manager

Aug 2021 – Nov 2022

- Oversaw staff hiring, training, scheduling, and performance evaluations to maintain a skilled workforce
- Identified key community leaders to target large orders leading to a 1200% increase in purchases over \$200 placed and raising revenue significantly, resulting in the first year the stores revenue exceeded its target of \$1.2 million
- Consistently beat labor and food cost goal of 51% by 2-4% by utilizing waste management techniques

LEADERSHIP & PROFESSIONAL DEVELOPMENT

Real Estate Club

Richardson, TX

Alumni Affairs Officer

Aug 2024 – Present

- Create and host elaborate UTD alumni events to add value to both the organization and graduates, creating an extensive network of industry professionals for aspiring students to contact
- Work with a small team to efficiently run the largest student organization within the school of business at 1,000+ members
- Develop relationships with industry professionals to coordinate and host 25+ speaker events a semester

Financial Leadership Council

Richardson, TX

Member

May 2024 – Present

- Tasked with working closely with the dean of finance along with a small cohort of other student organization leaders to organize the B.S. Finance program and increase enrollment and participation within the degree plan
- Host a large variety of events to meet and satisfy the diverse needs of the student base, improving the college experience

Professional Program in Finance

Richardson, TX

Member

May 2024 – Present

- Work with small cohort to advance professional and technical skills to be marketed by UTD as the top finance students
- Achieved 2nd place out of 200 participants in a consulting case competition by creating a detailed solution and expansion plan with supporting financial models and industry insights to be presented to a panel of industry experts
- Maintain rigorous qualifications including professional licenses, advanced coursework, and detailed projects

ADDITIONAL

Skills: Excel, Word, PowerPoint, Argus, Salesforce, Chat GPT Prompt engineering, Midjourney, Bloomberg

Interests: Commercial real estate sales, real estate investment analysis, Fitness, 90's country music

Licenses: TDI: (General Line's Life and Health, General Lines Property and Casualty)

Certifications: UTD Argus Certification, Bloomberg: (BFF, BMC, ESG)

Victoria Valentina Fuenmayor

Garland, Texas, 75044; 832-790-4817; Victoria.fuenmayor@utdallas.edu
<https://www.linkedin.com/in/victoriafuenmayor/>

EDUCATION

The University of Texas at Dallas

Bachelor of Science, Global Business and Real Estate Investment Management

May 2026

GPA 3.3

CERTIFICATIONS

UTD Argus Workshop

November 2024

Excel Financial Modeling

April 2024

Learning Excel 2019

October 2022

Learning Word 2021

September 2022

ACADEMIC PROJECT EXPERIENCE

CBRE Sales Job Simulation on Forage

October 2024

- Completed a simulation focused on commercial leasing with CBRE
- Reviewed and analyzed a rent roll
- Developed the location narrative for an offering memorandum

PROFESSIONAL EXPERIENCE

Regal Realtors LLC, Dallas & Houston, Texas

June 2024 – Present

Real Estate Agent

- Formulated a cash flow statement using Microsoft Excel for an investor client, resulting in a successful condo purchase that projected a desired ROI through effective leasing strategies
- Assessed a comprehensive market analysis using CMAs, strategically marketed the property, and negotiated to secure an offer matching the seller's asking price within 15 days of listing

JF Remodeling & Construction Inc, Houston, Texas

May 2023 – Present

Real Estate Acquisition and Development Specialist

- Identified and secured four prime locations for the developer's residential subdivision project
- Acquired city and county permits for parcels requiring specific services and new construction project permissions

eXp Realty LLC, Dallas & Houston, Texas

February 2023 – June 2024

Real Estate Agent

- Closed as buyer's agent, listing agent, and tenant's agent, resulting in a robust understanding of each different transaction and \$1M+ in sales production within the first year
- Overcame challenging negotiations to provide clients with an affordable mortgage payment, a \$30k sales price reduction, and a 1.5% buydown credit for the buyers

VOLUNTEER EXPERIENCE

Sustainability as a Solution to Global Challenges, Richardson, TX, *Conference Organizer*

April 2022 – March 2022

- Proposed Instagram ads and a pop-up stand on campus to promote the event, resulting in a higher number of student registrations for the event and the management and sustainability school organization

ORGANIZATIONS

Real Estate Club Officer, UT Dallas - Content Creator

May 2024 – Present

ALPHA, UT Dallas

October 2024 – Present

Cru, UT Dallas

August 2023 – Present

ADDITIONAL INFORMATION

Skills: Tableau, Power BI, MS Office, CRM, Cold Calls, Sales, Oracle Live SQL, and Digital Marketing

Languages: Fluent Spanish

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

AARIZ RAZA KHAN

Northlake, TX, 76226; (469) 922-8787; ark230004@utdallas.edu; www.linkedin.com/in/aariz-raza-khan

EDUCATION

The University of Texas at Dallas - Dallas, TX, USA <i>Master of Science, Finance (Real Estate Track)</i>	Jan 2024 – Dec 2025 GPA 3.7/4
University of Management and Technology - Lahore, Pakistan <i>Bachelor of Science, Economics</i> Dean's Excellence Scholarship	Oct 2016 – Oct 2021 CGPA 3.8/4
Study Abroad: Semester Exchange Program, NEIU - Chicago, USA	Jan 2019 – Jun 2019
Study Abroad: Summer Program, LSE-PKU - Beijing, China	Jul 2018 – Aug 2018

CERTIFICATION AND TECHNICAL SKILLS

Certification: CFA Level 1 Passed, Bloomberg Market Concepts (BMC), LSEG, FactSet

Finance and Statistics: Financial Modelling, Valuations, Research, Investment Analysis, Report Preparation, Technical Analysis, Fundamental analysis, Financial Management, Presentation, Accounting, Real Estate Appraisal

Software and Database: Argus Enterprise (Anticipated), Advance Expertise in Microsoft Office, Bloomberg Terminal, S&P Capital IQ, SPSS, Power BI, R, LSEG Workspace, FactSet

WORK EXPERIENCE

IGI Finex Securities Limited - Karachi, Pakistan Jan 2022 – Sep 2023
Equity Research Analyst

- Generated investment reports that increased the research department output by 30% by expanding the investment research coverage to the banking and cement sectors, as well as the broader economy
- Built and updated financial models, increasing the companies under coverage by 20%
- Communicated daily morning news briefings and monthly market presentations on Zoom to the investors and management team and helped increase their attendance rate by 40%
- Established strong customer relationships and provided guidance for informed investment decisions

Askari Bank Limited - Karachi, Pakistan Sep 2021 – Dec 2021
Investment Banking Intern

- Assisted in Underwriting the Commercial Real Estate, Cements, and Steel sectors, supporting the team members to accelerate syndicated loan approvals by 30% through assisting in listing, origination, structuring, and concluding debt instruments
- Conducted due diligence and analyzed financial statements and models to verify and analyze credit applications, assisting the bank in achieving a monthly target of \$350 million worth of debt instrument portfolio
- Maintained relationships with institutional partners and corporate clients in syndicated transactions

Foundation Securities - Karachi, Pakistan Aug 2017 – Sep 2017
Equity Research Analyst Intern

- Assisted analysts in proofreading the investment reports for errors and suggestions and helped the department to increase its productivity by 15%
- Managed the preliminary work of analysts by extracting and communicating key financial data, resulting in a 20% increase in reports generation

ADDITIONAL INFORMATION

Accomplishments: *Symposium Presentation on United States Economic Outlook in Chicago:* outstanding research award (NEIU, Chicago, USA, 2019). *National Scrabble Championship* (2nd Runner Up, F Category, PSA, Karachi, Pakistan)

Extracurricular: Student Assistant at Finance Lab (JSOM, UTD, Dallas, USA), Active Real Estate Club Member 2024-2025 (UTD, Dallas, USA), Report Writing at All Pakistan Business Forum 2017 (Volunteer Service, APBF, Lahore, Pakistan), Ignite 2015 (Marketing Manager, FPS, Karachi, Pakistan)

Projects and Thesis: Equity Research and Valuation Project on Netflix (UTD, 2024), Financial Analysis on Big 4 U.S Oil Refining Companies (UTD, 2024), Pakistan Economy, Determinants and Asymmetric Effects (Thesis, UMT, 2022), Investment Research on Telecommunication Companies in the USA (Verizon, AT&T, and Sprint), Energy Stress on Balance of Payments (UMT, 2018)

Languages: English (fluent), Urdu (fluent), Hindi conversational (fluent), Spanish (Basic), Chinese-Mandarin (Basic)

Eligibility: Eligible to work in the US for internships and full-time positions without sponsorship

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Jack LeGare

(469)-343-7290 | jacklegare0725@gmail.com

EDUCATION

The University of Texas at Dallas

Bachelor of Science in Finance, Real Estate Concentration
Naveen Jindal School of Management

Dallas, Texas

August 2024 - May 2026

Relevant Courses: Financial Accounting, Managerial Accounting, Quantitative Business Analysis, Business Communications, Information Technology Systems

Career Goals: To establish a successful career in the real estate industry with a primary focus on asset management and acquisitions.

PROFESSIONAL EXPERIENCE

Loss Run Pro

Customer Success Manager / Sales Intern

Missoula, Montana

April 2022- August 2024

- Created detailed sales reports containing key performance indicators including the number of leads converted, number of users added, ratio of new to existing accounts, and sales trends.
- Delivered personalized customer support to individual users to help them implement the loss run pro software platform to fit their business workflows through various communication channels.
- Maintained strong customer relationships and contributed to a 96% companywide customer retention rate.
- Assisted lead management through the loss run pro sales pipeline using Excel and Salesforce to log key prospecting metrics including contact information, date of last contact, follow up dates, and lead status.

Send Eats LLC

Inventory Manager

Plano, Texas

December 2021- March 2022

- Maintained thorough inventory records to provide order fulfillment in an accurate and timely manner.
- Conducted regular inventory audits to identify discrepancies between receiving records and inventory records and account for damaged or missing products delivered from vendors.
- Developed comprehensive inventory reports for lead-time, restock, and order quantity.

Chick-Fil-A

Team Member / Team Lead

Murphy, Texas

October 2019- August 2021

- Collaborated with team members to achieve a store record sales figure of over \$8,000 in one day during employment.
- Supervised drive-through and dine-in order fulfillment operations to maximize efficiency and accuracy by managing employee positioning and efficient communication.
- Cross-trained to manage inventory re-stock and break schedule to maximize the productivity of the restaurant and ensure timely delivery of food supplies.

LEADERSHIP & INVOLVEMENT

The University of Texas at Dallas - Real Estate Club

Member

Dallas, Texas

August 2024 – Present

- Learning about the real estate industry from experiences of professionals within the industry.
- Practicing effective communication and presentation techniques with industry professionals and peers.

SKILLS, CERTIFICATIONS, & INTERESTS

Certifications:

- Microsoft Excel (Office 2019) – In Progress
- Break into CRE Modeling Bootcamp

Skills:

- Ship Station
- Salesforce
- ARGUS
- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint

Sai Charan Palvai

+1 469-756-4156 • Dallas, TX • palvaisaicharan@gmail.com • <https://www.linkedin.com/in/sai-charan-palvai-a1b0411ab/>

EDUCATION

Master of Science, Computer Science	May 2026
The University of Texas at Dallas, Texas, United States	
Bachelor of Engineering, Electronics and Communication Engineering	June 2022
Vasavi College of Engineering, Telangana, India	

TECHNICAL SKILLS

Programming Languages, and Skills: C/C++, Java, DSA, Python, Java Script, Pega PRPC, HTML, CSS, OOPS, SDLC, RDBMS
Databases, and OS: Pega 8.x, Pega Infinity 23, NoSQL, MongoDB, MYSQL, TensorFlow, Windows, Linux
Tools: Jira, Azure Devops, Postman, PowerPoint, Adobe, InDesign, Photoshop, Word, Excel
Certifications: Pega Certified System Architect, Pega Certified Senior System Architect, CCNA1, CCNA2

WORK EXPERIENCE

Pegasystems, INDIA **August 2022 – August 2024**
System Architect

- Designed a Pega-based Client maintenance application for OCBC Bank and WaterNSW, reducing clicks and enhancing user experience to streamline onboarding.
- Integrated Pega applications with external systems using Connect REST APIs, ensuring seamless data flow.
- Trained on Pega Customer Decision Hub for future projects involving real-time decisioning.
- Spearheaded the delivery of tailored solutions for clients in Malaysia and Singapore, driving the successful release of two high-impact projects within a year.
- Led a team in developing the CLSA App Tracker, an end-to-end application using Constellation, empowering over 2,000 Pegasystems employees to monitor and assess their skillset progression, while providing personalized recommendations for their next steps.
- Volunteered to mentor two interns during their 4-month internship, guiding them in building an end-to-end application and accelerating their integration into the team by a month ahead of schedule.

Pegasystems, INDIA **April 2022 – August 2022**
Intern

- Developed an application using Pega Designer Studio for a network provider, enabling thousands of customers to seamlessly register with enhanced security through a 2-step verification process.
- Created comprehensive reports from customer-provided data, extracting critical business insights that drove a 20% increase in operational effectiveness.

ACADEMIC PROJECTS

Client Onboarding and Maintenance Banking Application | Pega Infinity 23, Java, XML **August 2022 – January 2024**

- Extended client onboarding application to Malaysia, ensuring seamless integration with systems in Singapore.
- Implemented the Front Office Account Services Tool on the Pega platform for the Bank of Singapore, replacing Excel-based customer data maintenance tools, contributing to an improved response time for customer requests by 40%.
- Configured APIs using integration connectors to validate customer identities against backend databases.

A Deep CNN Model for Glaucoma Detection in Retina Tomography | Python, NumPy, TensorFlow **January 2022 – May 2022**

- Performed a comparative analysis of MobileNet, Inception V3, and a proposed model for glaucoma disease detection, assessing performance metrics such as accuracy and training time, and identifying the most efficient approach based on the results.

Leveraging Deep Learning and Radiography for Diagnosis of COVID-19 | Python, TensorFlow **January 2021 - May 2021**

- Implemented a CNN model-VGG16 with transfer learning to differentiate four classes of lung diseases, achieving a 98% accuracy with a focus on Covid-19 detection.
- Published the research paper in Solid State Technology (Volume 64, issue 2).

VOLUNTEER EXPERIENCE

Corporate Social Response: Co-Lead **January 2024 – August 2024**

- Coordinated community events, including distributing supplies to over 500 students at orphanages and leading lake cleaning initiatives, boosting engagement and participation by 50% while enhancing environmental sustainability.

Kiana Razdar

kianarazdar@gmail.com | 469.471.4292 | www.linkedin.com/in/kianarazdar

EDUCATION

The University of Texas at Dallas

B.S. in Finance (Received associate degree with HS diploma)

Richardson, Texas
Expected December 2025

- **GPA:** 3.97 / 4.0
- **Honors:** Phi Kappa Phi Honor Society, Dean's List (4x)
- **Scholarship:** Valedictorian Academic Excellence Scholarship (Full tuition)
- **Relevant Coursework:** Business Finance, Accounting, Neuroscience, Abnormal Psychology

EXPERIENCE

Altair Global

Global Financial Services Summer Intern

Frisco, Texas
June 2024- August 2024

- Analyzed financial data and trends to support the team in improving billing processes and reducing outstanding receivables
- **Nearly 300 internal audits conducted to identify financial integrity defects**
 - Detected open accounts receivable, unbilled transactions, and out balance ledgers for accurate client billing
 - Produced detailed reports that effectively communicated audit findings and recommendations to stakeholders
- **Internship Project- Pitch to Leadership for company improvement**
 - Collaborated on a group internship project to analyze generational differences in the workplace, presented our findings and actionable recommendations to the leadership team, including the CEO, CFO, and COO
 - Gathered data from 121 respondents by designing and conducting a company-wide survey
 - Conducted interviews with team members across four generations to identify organizational gaps and provide feedback for solutions

Heal 360 Primary and Urgent Care

Medical Assistant

Dallas, Texas
May 2022- May 2023

- Achieved a 50% reduction in patient wait times by implementing an online check-in system
 - Enhanced operational efficiency and minimized complaints
- Developed detailed financial models of insurance claims to enhance the analysis of patients billing process
- Updated information for over 800 patient accounts in the EMR database
- Established a new Inventory management system to decrease expenses

LEADERSHIP & PROFESSIONAL DEVELOPMENT

The Real Estate Club

Member

Richardson, Texas
August 2024 – Present

- First Place: Institute of Real Estate Management (IREM) Case competition

Molding Doctors

Fundraising Chair

Richardson, Texas
October 2022 – May 2023

- Contributed to a 16-person committee focused on raising funds for partnered philanthropic initiatives
- Raised \$18,000 by directing the organization of six fundraising events with over 120 participants

Iranian Student Community

Treasurer

Richardson, Texas
September 2022 – May 2023

- Initiated a tracking system to record expenses and revenues for each event for budgeting
- Managed bank account to ensure proper usage of the organization's funds

ADDITIONAL INFORMATION

Skills: Microsoft Office Suite, Experience with SQL and Tableau

Languages: Proficient in Persian

Interests: Investing (cryptocurrency & ETFs), Self-development, Traveling (Iran, Turkey, Mexico, Spain, France), Volunteering (ESL volunteer teacher for 3 years)

NIRAV ROHRA

469-428-3936 | niravrohrawork@gmail.com | Dallas, TX | www.linkedin.com/in/nirav-rohra

EDUCATION

The University of Texas at Dallas, Dallas, TX

08/2023 - 12/2026

- Bachelor of Science in Computer Science, with a Certification in Cyber-Defense
- Scholarships: **Academic Excellence Scholar**

SKILLS

- **Technical:** Penetration Testing (OWASP Standards), Kali Linux, Bash, Shell Vulnerability Assessment, Network Security, Java (OOP), C++, HTML/CSS, Graphic Design, Machine Learning, SQL, Python, Microsoft Products, Mainframe, AWS
- **Frameworks:** Cybersecurity Risk Assessment, Threat Mitigation, Digital Forensics, Network Intrusion Detection and Prevention, Product Lifecycle Management, Predictive Data Analytics, Team Dynamix, Bot Development, Jira, Kanban, Agile Scrum
- **Certifications:** Oracle Certified Associate Java SE 8, Oracle University 06/2022

RELEVANT WORK EXPERIENCE

Office of Information And Technology Labs Assistant, University of Texas At Dallas

08/2024-Present

- Serve over 30,000 students and faculty by efficiently resolving IT issues (e.g., disk partitioning for virtualization, driver issues, brute-force password resets using unique tokens) and addressing security incidents (e.g., SSH server problems) across university.
- Ensuring 99.1% uptime for servers and computer labs by providing secure access, keeping all software patched and updated.
- Administering UTD's proprietary software: ticketing system (Atlas-Jira), print software (Pharos), and database system (Sailpoint).

Programming Intern, Royal Technosoft Pvt Ltd

11/2019 - 07/2021

- Taught programming concepts to over 500 college freshmen as a high school sophomore, creating engaging projects like a graphic game in C++ and a dinosaur-themed game on Microsoft HoloLens using Unity3D.
- Featured in local media, including the Ahmedabad Mirror (readership of over 5 million) and VTV Gujarati news (viewership of over 3 million), as the youngest professor in my city, highlighting my contributions to tech education.
- Designed and managed the entire curriculum, including lesson planning, scheduling, assessments, and presentations, utilizing tools such as Microsoft 365 (all applications), Google Suite, Cengage, Zoom, and Canva to ensure a comprehensive learning experience.
- Expanded the program to a virtual format during the pandemic, reaching over 800 international students from countries including the UK, USA, Taiwan, and UAE, fostering a global learning community.

Web Designer and Deployment (Contract Based), Dallas TX

11/2019 - Present

- ftth24x7.com - Developed a telecom website with user-centered design, implementing data-driven UX improvements like dynamic content tailored to browsing patterns, A/B testing for optimal navigation styles, and progressive disclosure to streamline navigation and emphasize key features. Net **23.5%** improvement in user retention.
- tranquilflow.org - Built a yoga platform leveraging Convolutional Neural Networks (CNNs) for injury detection through image analysis (which also leverages Gemini - Google), K-means clustering to categorize user types based on preferences, and Collaborative Filtering for personalized class recommendations, boosting accessibility and user engagement by **17%**.
- aiaautd.org - Developed an education website (over 400 active members). Implemented features: progressive disclosure, dynamic content to highlight key events and resources, which increased member engagement and ease of access to study materials for users.
- **HRCR Lamination LLP** - Currently developing a secure, contract-based website for a metal manufacturing company, prioritizing intuitive design, user-centered interfaces, and robust data protection. (The company's goal is to have high SEO ranking)

PROJECT EXPERIENCE (Cybersecurity and Artificial Intelligence)

11/2019-Present

- **Conducted Penetration Testing on Hindenburg Research:** Performed a thorough penetration test on HindenburgResearch.com and identified security vulnerabilities within the admin portal. Reported findings to Nathan Anderson, Founder of Hindenburg Research, contributing to enhanced platform security.
- **National Security Agency - Codebreaker Challenge, Part 3 (Ongoing):** Engaging in advanced cybersecurity problem-solving, including cryptography, reverse engineering, and network forensics (The tasks are usually encoded in a binary hex object file)
- **Fake Audio Detection:** Created a ML model, trained on ResNet architecture, which detects deep fake audio with **96.8%** accuracy
- Program Analyst at NASA L/SPACE - Estimated and minimized costs for a \$420 million lunar landing hypothesis, leveraging data visualization with Tableau. Simulated visuals based on insights extracted from research papers through a machine learning model.

ADMINISTRATIVE WORK EXPERIENCE

President, Community Council, The University of Texas At Dallas

09/2024 - Present

- Manage a budget and **grants of \$150,000**, lead council meetings to support campus-wide programs and events.
- Preside over the Executive Board, guiding strategic initiatives and data driven decisions for a community of over **4,500 students**.
- Delegate responsibilities and projects to executive members, ensuring efficient task completion and accountability.

Facility Management Student Assistant, The University of Texas At Dallas

03/2024 - 08/2024

- Assisted in administrative tasks to ensure compliance with facility management protocols.
- Coordinated and managed facility operations with a focus on maintaining secure access and safety standards.

EXTRA CERTIFICATIONS

Yoga Alliance USA Certified Yoga Instructor (**April 2023**), Excel Financial Modeling (**April 2024**), Network+ (**In Progress**)

DAVID SALAZAR

| 817.524.9113 | David.Salazar@UTDallas.edu | Southlake, TX | linkedin.com/in/davidsal | U.S Citizen |

EDUCATION

The University of Texas at Dallas

B.S. in Finance & Investment

Richardson, TX

Expected May 2026

UTD Men's Golf Team

August 2022 – Present

- Foster a positive team environment by emphasizing, through example, the importance of teamwork and cohesion to excel both on and off the course

ACADEMIC PROJECTS

Entrepreneurship Business Model

Fall 2024

- Product: Recycling fiber-reinforced composites from wind turbine blades by shredding them down into a fine material that could be used as an aggregate for 3D printing in many industries
- Gaining key entrepreneurial experience by developing an idea into a business with my team through the process of pitching the idea, creating executive summaries, creating an MVP, developing business models, and an investor presentation

EXTRACURRICULARS

Bloomberg Global Trading Challenge Participant

Fall 2024

- Investing \$1 million virtual U.S. dollars, using the Bloomberg Terminal on the WLS Index to define market assumptions, develop the most optimal return-generating strategy, and execute trades within a closed network
- Generated over \$60,000 in realized P&L by executing 100+ trades, positioning our team in the top 10% of global competitors halfway through the competition as of November 2024

Project Destined

Fall 2024

Northmarq Capital Markets Bridge Program

- Attend interactive speaker series sessions with Northmarq sector leaders, gaining insights into industry-leading practices while collaborating with fellow program team members to complete skill-building workshops
- Complete weekly asynchronous CRE investments and underwriting courses to further strengthen my foundation

CRE Fundamentals Program

September 2024

- Conducted market research by analyzing data such as property values, demographics, supply and demand, economic indicators and market trends to identify investment decisions
- Explore key financial metrics and property analysis by analyzing offering memorandums and their key components including property overview, rent roll, and the income statement

EXPERIENCE

Blessed Craft Collection LLC

Grapevine, TX

Founder and Owner

Est. Sep 2024

- Transformed passion for collecting golf ball markers into a direct-to-consumer ecommerce business
- Operate all facets of online retail business independently, such as product sourcing, website management, branding, marketing, shipping logistics, and customer service
- Projected sales to exceed \$2,000 by year-end within the first two months of operations; planning expansion into DFW country club pro shops in early 2025 through licensing agreements

Tour Proven Golf

Colleyville, TX

Store Manager & Club Technician

May 2024 – August 2024

- Analyzed customer data by utilizing Trackman technology in order to meet unique customer specifications. Data then is used to guide customers through customization process to optimize their specific golf needs
- Trusted to independently operate the facility, ensuring business profitability in the absence of management
- Cultivated positive relationships with customers through attentive service, yielding increased customer loyalty

ADDITIONAL

Interests: Finance, Commercial Real Estate, Entrepreneurship, Rubiks Cube Solving, Piano, Competitive Golf

Relevant Coursework: Real Estate Club, ALPFA, Business Finance, Financial Accounting, Managerial Accounting

Certificates: Bloomberg Finance Fundamentals, Project Destined CRE Fundamentals, Recalc Finance Fundamentals

Sophia Soto

Allen, TX; 562.896.5699; sophiasoto4275@gmail.com

www.linkedin.com/in/sophiasoto47

EDUCATION

The University of Texas at Dallas

B.S., Marketing; Minor in Psychology
Davidson Management Honors Program

May 2026

GPA 3.8

WORK EXPERIENCE

TMG Inc - Addison, Texas

March 2024 - July 2024

Spectrum Sales Representative

- Generated \$1700 in sales in one day, consistently doubling the weekly revenue target of \$800 via Salesforce leads
- Facilitated team growth by training 5 employees in product knowledge and sales procedures via evaluations
- Fostered 40+ strong customer relationships through attentive service and personalized communication strategies

Ellen's Restaurant & Bar - Allen, Texas

June 2023 - December 2023

Waitress

- Implemented solid communication skills by welcoming and engaging patrons, earning dozens of repeat guests
- Demonstrated proficient multitasking skills in a fast-paced environment by managing 8 tables simultaneously
- Increased customer satisfaction by mentoring 10+ trainees on knowledge of policies and procedures in 6 months

Datatax - Allen, Texas

November 2021 - May 2023

Bookkeeper Aide, Tax Preparation Aide

- Compiled and organized over 2,000 client and company tax files to facilitate efficient tax preparation processes
- Reconciled bank debits, credit card statements, and checks for 8+ clients in one day
- Executed clerical duties to increase organization, maintaining the confidentiality of 2,000+ clients' banking records

INTERNSHIP EXPERIENCE

Credit Union of Texas SMART Branch - Allen, Texas

July 2021 - May 2023

SMART Branch Intern, Student Branch Manager & Student Head Marketer

- Managed over 30 member accounts in a 3-month period and conducted 60+ member transactions monthly
- Coordinated and managed 15 community engagement activities to foster a sense of involvement and connection
- Administered 8 financial literacy presentations, educating over 400 Allen High School students

Allen High School - Allen, Texas

August 2022 - May 2023

AHS Public Relations Intern

- Crafted 25+ flyers to inform 7,800 students of school news via X (formerly Twitter), Instagram, and Facebook
- Designed Canva presentations and created Excel spreadsheets to support various school initiatives

ORGANIZATIONS

UT Dallas Real Estate Club

May 2024 - Present

Board Member - Website Development

- Utilize Wix to ensure timely output of dozens of events and weekly newsletters, reaching over 1500 impressions

Circle K International Member

August 2024 - Present

Tri Delta Sorority Member – Epsilon Theta Chapter

September 2023 - July 2024

ADDITIONAL INFORMATION

Languages: English (Native) & American Sign Language (Conversational)



Herbert D. Weitzman
Institute for Real Estate

MARKETING

Internship

FALL/WINTER 2024

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

August 2020 – May 2024

Bachelor of Arts, Technology and Emerging Communications

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

RIFAT BUDHWANI

Dallas, TX, 75080; (945) 291-1004; RifatUmid.Budhwani@UTDallas.edu; www.linkedin.com/in/rifat-budhwani/

EDUCATION

The University of Texas at Dallas

Master of Science, Finance (STEM)

Concentration- Real Estate Finance

Aug 2024 - May 2026

GPA 4.00

University of Pune

Post Graduate Diploma in Banking and Finance

April 2020 - April 2021

GPA 3.81

University of Pune

Bachelor of Business Administration

June 2017 - April 2020

GPA 3.61

PROFESSIONAL EXPERIENCE

Credit Suisse

Oct 2022 – Aug 2023

Financial Analyst

- Prepared monthly Financial Reporting of 19 million USD, utilizing advanced Excel to ensure transparency and accountability to stakeholders.
- Prepared and delivered accurate monthly headcount and financial forecasts by analyzing complex datasets, resulting in a 10% improvement in forecasting accuracy and enhancing decision-making processes.
- Delivered strategic insights through variance analysis using Power BI reducing decision-making time by 20% and enhancing financial strategy alignment.
- Forecasted and managed global expenses of \$8M using spreadsheet software, ensuring accurate recording and budgeting, which resulted in a 15% reduction in budget variances.
- Conducted independent cost analyses to monitor financial activities, successfully validating 100% of restatement proposals, which reduced discrepancies by 20%.
- Examined internal controls over 500M USD entries and SOX compliance checks ensuring error-free postings.

Deutsche Bank

Aug 2020 – Sept 2022

Financial Analyst

- Developed monthly financial reports, and financial ratios using PeopleSoft, Business Warehouse, and SAP, improving financial reporting efficiency by 20% for both internal and external stakeholders.
- Automated the US region's unmapping process, saving 150 man-hours monthly and increasing operational efficiency by 30%.
- Performed detailed interest rate analysis to assess impact on investment strategies and portfolio performance.
- Collaborated with internal teams to test and improve tools, resulting in daily savings of 85 man-hours and significant cost reductions.
- Facilitated the disclosure of Capital Markets worth €1.4 billion for the Asia Pacific region, ensuring comprehensive and accurate financial reporting.

ACADEMIC PROJECT

Financial Analysis of Reliance Communication

Dec 2020 – April 2021

- Analyzed Reliance Communication Pvt Ltd.'s decade-long financial decline through cash flow and balance sheet analysis and calculated key ratios—profitability, leverage, liquidity, and solvency—to uncover trends.

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

Real Estate Club (Member), The University of Texas at Dallas

Aug 2024-Present

- Developed industry knowledge and networking skills through workshops and events.
- Collaborated on projects, demonstrating commitment to real estate and teamwork.

SKILLS & CERTIFICATIONS

Skills: Python, R, ARGUS, Financial Modelling, MS Excel, MS Word, MS PowerPoint, Bloomberg Market Concept, Financial Statement Analysis, Problem Solving, Interpersonal Skills, Public Speaking, Critical Thinking, Team player, Communication Skills.

Certification: Certified Management Accountant (CMA USA)

Languages: Fluent in English and German.

Keira Cruz

Rockwall, Texas, 75032 | 469-910-7946 | cruzkeira3@gmail.com | www.linkedin.com/in/keira-cruz

EDUCATION

The University of Texas at Dallas

B.S, Business Administration; Minor in Real Estate Investment Management

May 2027

GPA 3.18

ACADEMIC PROJECT EXPERIENCE

Portfolio, BCOM 1300

August 2023 – December 2023

- Constructed a 22-page report consisting of writing assignments, a visual section, and reflections on assignments that were submitted throughout the year.

Entrepreneurship Class

August 2021 – May 2023

- Developed a hypothetical business through strategic planning, creating a business plan and website.

EXPERIENCE

Rockwall Independent School District- Rockwall, Texas

July 2023 – Present

Instructional Assistant

- Monitored and assisted a group of 26 children, ensuring all safety guidelines were always met.
- Recognizing and quickly responding to emergencies promptly while effectively communicating with parents.

Keira's Nanny Service- Rockwall, Texas

June 2022 – August 2022

Nanny

- Established and arranged times, creating a structured schedule with parents
- Maintained a clean, safe, and organized home environment.

LEADERSHIP EXPERIENCE

Rockwall Heath Highschool Highsteppers, Line Dance Instructor

August 2022 – April 2023

- Oversaw middle school dancers and taught critical dance technique skills.
- Instructed dances for middle schoolers and arranged dance formations.

Rockwall Heath Highschool Highsteppers, Line Sergeant

August 2021 – April 2022

- Coordinated a line camp by building a brand-new schedule for new members and training dancers for varsity.
- Directed 20 group members by guiding them through personal knowledge on how to be a team member and leave a legacy.

VOLUNTEER EXPERIENCE

Our Lady of the Lake Catholic Church

August 2019 – Present

- Volunteered over 100 hours organizing and running church events.

Helping Hands

August 2020 – Present

- Donated food items and helped organize trucks to transport goods.

ORGANIZATIONS

Ferguson Fellow, Centers for Leadership Excellence

November 2024– Present

Real Estate Club, UT Dallas

August 2024– Present

Association of Latino Professionals for America, UT Dallas

August 2023– Present

Power Dancers, UT Dallas

August 2023– May 2024

ADDITIONAL INFORMATION

Certifications: American Heart Association CPR

Skills: UTD ARGUS Certificate, Microsoft PowerPoint, Microsoft Excel, Microsoft Word, and Google Drive

Languages: English and Spanish

Eligibility: US Citizen, Eligible to work in the US for internships and full-time with no restrictions (Born here or naturalized)

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

BHAVYA A. JAISWAL

Carrollton, TX; 945.216.6336 baj230003@utdallas.edu

<https://www.linkedin.com/in/bhavya-jaiswal-aa083a265/>

EDUCATION

The University of Texas at Dallas

August 2024

B.S., Neuroscience;

EXPERIENCE

- Non-traditional student that is on a pre-med track but is interested in building experience in real estate investing, marketing, and bioentrepreneurship.

LEADERSHIP EXPERIENCE

The Thirst Project - Charity Walk for Clean Water

July 2022

- *7 hrs per week/6 weeks*
- Self-organized, in partnership with The Thirst Project (non-profit water charity org. founded by Legacy Youth Leadership), raised \$300+ for clean water while walking 2+ miles.
- Acquired 10+ sponsors from companies in local community such as The Giving Garden and ISKCON Dallas

LISD Career Center East - Student Ambassador

Jan 2023 - May 2023

- *7 hrs per week/15 weeks*
- Served as an ambassador that guided prospective students around campus and informed them about the various programs offered at the career center.
- Answered questions and engaged students in thinking about their future careers and classes to take.

ISKCON Dallas - AV Team, Head Photographer

Aug 2019 - Jan 2021

- *8 hrs per week/36 weeks*
- Joined the temple's AV team as their head photographer, taking photos and coordinating temple events, social media platforms, communication
 - Photos published into the temple newspaper and articles, designed advertisement flyers

ORGANIZATIONS

Alpha Epsilon Delta, UT Dallas

August 2024 – Present

Molding Doctors, UT Dallas

August 2024 – Present

ADDITIONAL INFORMATION

Technical: MS Office, Adobe systems

Languages: English, Hindi, Spanish, Gujarati

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Sai Charan Palvai

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EDUCATION

Master of Science, Computer Science	May 2026
The University of Texas at Dallas, Texas, United States	
Bachelor of Engineering, Electronics and Communication Engineering	June 2022
Vasavi College of Engineering, Telangana, India	

TECHNICAL SKILLS

Programming Languages, and Skills: C/C++, Java, DSA, Python, Java Script, Pega PRPC, HTML, CSS, OOPS, SDLC, RDBMS
Databases, and OS: Pega 8.x, Pega Infinity 23, NoSQL, MongoDB, MYSQL, TensorFlow, Windows, Linux
Tools: Jira, Azure Devops, Postman, PowerPoint, Adobe, InDesign, Photoshop, Word, Excel
Certifications: Pega Certified System Architect, Pega Certified Senior System Architect, CCNA1, CCNA2

WORK EXPERIENCE

Pegasystems, INDIA **August 2022 – August 2024**

System Architect

- Designed a Pega-based Client maintenance application for OCBC Bank and WaterNSW, reducing clicks and enhancing user experience to streamline onboarding.
- Integrated Pega applications with external systems using Connect REST APIs, ensuring seamless data flow.
- Trained on Pega Customer Decision Hub for future projects involving real-time decisioning.
- Spearheaded the delivery of tailored solutions for clients in Malaysia and Singapore, driving the successful release of two high-impact projects within a year.
- Led a team in developing the CLSA App Tracker, an end-to-end application using Constellation, empowering over 2,000 Pegasystems employees to monitor and assess their skillset progression, while providing personalized recommendations for their next steps.
- Volunteered to mentor two interns during their 4-month internship, guiding them in building an end-to-end application and accelerating their integration into the team by a month ahead of schedule.

Pegasystems, INDIA

April 2022 – August 2022

Intern

- Developed an application using Pega Designer Studio for a network provider, enabling thousands of customers to seamlessly register with enhanced security through a 2-step verification process.
- Created comprehensive reports from customer-provided data, extracting critical business insights that drove a 20% increase in operational effectiveness.

ACADEMIC PROJECTS

Client Onboarding and Maintenance Banking Application | Pega Infinity 23, Java, XML **August 2022 – January 2024**

- Extended client onboarding application to Malaysia, ensuring seamless integration with systems in Singapore.
- Implemented the Front Office Account Services Tool on the Pega platform for the Bank of Singapore, replacing Excel-based customer data maintenance tools, contributing to an improved response time for customer requests by 40%.
- Configured APIs using integration connectors to validate customer identities against backend databases.

A Deep CNN Model for Glaucoma Detection in Retina Tomography | Python, NumPy, TensorFlow **January 2022 – May 2022**

- Performed a comparative analysis of MobileNet, Inception V3, and a proposed model for glaucoma disease detection, assessing performance metrics such as accuracy and training time, and identifying the most efficient approach based on the results.

Leveraging Deep Learning and Radiography for Diagnosis of COVID-19 | Python, TensorFlow **January 2021 - May 2021**

- Implemented a CNN model-VGG16 with transfer learning to differentiate four classes of lung diseases, achieving a 98% accuracy with a focus on Covid-19 detection.
- Published the research paper in Solid State Technology (Volume 64, issue 2).

VOLUNTEER EXPERIENCE

Corporate Social Response: Co-Lead **January 2024 – August 2024**

- Coordinated community events, including distributing supplies to over 500 students at orphanages and leading lake cleaning initiatives, boosting engagement and participation by 50% while enhancing environmental sustainability.

NIRAV ROHRA

469-428-3936 | niravrohrawork@gmail.com | Dallas, TX | www.linkedin.com/in/nirav-rohra

EDUCATION

The University of Texas at Dallas, Dallas, TX

08/2023 - 12/2026

- Bachelor of Science in Computer Science, with a Certification in Cyber-Defense
- Scholarships: **Academic Excellence Scholar**

SKILLS

- **Technical:** Penetration Testing (OWASP Standards), Kali Linux, Bash, Shell Vulnerability Assessment, Network Security, Java (OOP), C++, HTML/CSS, Graphic Design, Machine Learning, SQL, Python, Microsoft Products, Mainframe, AWS
- **Frameworks:** Cybersecurity Risk Assessment, Threat Mitigation, Digital Forensics, Network Intrusion Detection and Prevention, Product Lifecycle Management, Predictive Data Analytics, Team Dynamix, Bot Development, Jira, Kanban, Agile Scrum
- **Certifications:** Oracle Certified Associate Java SE 8, Oracle University 06/2022

RELEVANT WORK EXPERIENCE

Office of Information And Technology Labs Assistant, University of Texas At Dallas

08/2024-Present

- Serve over 30,000 students and faculty by efficiently resolving IT issues (e.g., disk partitioning for virtualization, driver issues, brute-force password resets using unique tokens) and addressing security incidents (e.g., SSH server problems) across university.
- Ensuring 99.1% uptime for servers and computer labs by providing secure access, keeping all software patched and updated.
- Administering UTD's proprietary software: ticketing system (Atlas-Jira), print software (Pharos), and database system (Sailpoint).

Programming Intern, Royal Technosoft Pvt Ltd

11/2019 - 07/2021

- Taught programming concepts to over 500 college freshmen as a high school sophomore, creating engaging projects like a graphic game in C++ and a dinosaur-themed game on Microsoft HoloLens using Unity3D.
- Featured in local media, including the Ahmedabad Mirror (readership of over 5 million) and VTV Gujarati news (viewership of over 3 million), as the youngest professor in my city, highlighting my contributions to tech education.
- Designed and managed the entire curriculum, including lesson planning, scheduling, assessments, and presentations, utilizing tools such as Microsoft 365 (all applications), Google Suite, Cengage, Zoom, and Canva to ensure a comprehensive learning experience.
- Expanded the program to a virtual format during the pandemic, reaching over 800 international students from countries including the UK, USA, Taiwan, and UAE, fostering a global learning community.

Web Designer and Deployment (Contract Based), Dallas TX

11/2019 - Present

- ftth24x7.com - Developed a telecom website with user-centered design, implementing data-driven UX improvements like dynamic content tailored to browsing patterns, A/B testing for optimal navigation styles, and progressive disclosure to streamline navigation and emphasize key features. Net **23.5%** improvement in user retention.
- tranquilflow.org - Built a yoga platform leveraging Convolutional Neural Networks (CNNs) for injury detection through image analysis (which also leverages Gemini - Google), K-means clustering to categorize user types based on preferences, and Collaborative Filtering for personalized class recommendations, boosting accessibility and user engagement by **17%**.
- aiaautd.org - Developed an education website (over 400 active members). Implemented features: progressive disclosure, dynamic content to highlight key events and resources, which increased member engagement and ease of access to study materials for users.
- **HRCR Lamination LLP** - Currently developing a secure, contract-based website for a metal manufacturing company, prioritizing intuitive design, user-centered interfaces, and robust data protection. (The company's goal is to have high SEO ranking)

PROJECT EXPERIENCE (Cybersecurity and Artificial Intelligence)

11/2019-Present

- **Conducted Penetration Testing on Hindenburg Research:** Performed a thorough penetration test on HindenburgResearch.com and identified security vulnerabilities within the admin portal. Reported findings to Nathan Anderson, Founder of Hindenburg Research, contributing to enhanced platform security.
- **National Security Agency - Codebreaker Challenge, Part 3 (Ongoing):** Engaging in advanced cybersecurity problem-solving, including cryptography, reverse engineering, and network forensics (The tasks are usually encoded in a binary hex object file)
- **Fake Audio Detection:** Created a ML model, trained on ResNet architecture, which detects deep fake audio with **96.8%** accuracy
- Program Analyst at NASA L/SPACE - Estimated and minimized costs for a \$420 million lunar landing hypothesis, leveraging data visualization with Tableau. Simulated visuals based on insights extracted from research papers through a machine learning model.

ADMINISTRATIVE WORK EXPERIENCE

President, Community Council, The University of Texas At Dallas

09/2024 - Present

- Manage a budget and **grants of \$150,000**, lead council meetings to support campus-wide programs and events.
- Preside over the Executive Board, guiding strategic initiatives and data driven decisions for a community of over **4,500 students**.
- Delegate responsibilities and projects to executive members, ensuring efficient task completion and accountability.

Facility Management Student Assistant, The University of Texas At Dallas

03/2024 - 08/2024

- Assisted in administrative tasks to ensure compliance with facility management protocols.
- Coordinated and managed facility operations with a focus on maintaining secure access and safety standards.

EXTRA CERTIFICATIONS

Yoga Alliance USA Certified Yoga Instructor (**April 2023**), Excel Financial Modeling (**April 2024**), Network+ (**In Progress**)

Sophia Soto

Allen, TX; 562.896.5699; sophiasoto4275@gmail.com

www.linkedin.com/in/sophiasoto47

EDUCATION

The University of Texas at Dallas

B.S., Marketing; Minor in Psychology
Davidson Management Honors Program

May 2026

GPA 3.8

WORK EXPERIENCE

TMG Inc - Addison, Texas

March 2024 - July 2024

Spectrum Sales Representative

- Generated \$1700 in sales in one day, consistently doubling the weekly revenue target of \$800 via Salesforce leads
- Facilitated team growth by training 5 employees in product knowledge and sales procedures via evaluations
- Fostered 40+ strong customer relationships through attentive service and personalized communication strategies

Ellen's Restaurant & Bar - Allen, Texas

June 2023 - December 2023

Waitress

- Implemented solid communication skills by welcoming and engaging patrons, earning dozens of repeat guests
- Demonstrated proficient multitasking skills in a fast-paced environment by managing 8 tables simultaneously
- Increased customer satisfaction by mentoring 10+ trainees on knowledge of policies and procedures in 6 months

Datatax - Allen, Texas

November 2021 - May 2023

Bookkeeper Aide, Tax Preparation Aide

- Compiled and organized over 2,000 client and company tax files to facilitate efficient tax preparation processes
- Reconciled bank debits, credit card statements, and checks for 8+ clients in one day
- Executed clerical duties to increase organization, maintaining the confidentiality of 2,000+ clients' banking records

INTERNSHIP EXPERIENCE

Credit Union of Texas SMART Branch - Allen, Texas

July 2021 - May 2023

SMART Branch Intern, Student Branch Manager & Student Head Marketer

- Managed over 30 member accounts in a 3-month period and conducted 60+ member transactions monthly
- Coordinated and managed 15 community engagement activities to foster a sense of involvement and connection
- Administered 8 financial literacy presentations, educating over 400 Allen High School students

Allen High School - Allen, Texas

August 2022 - May 2023

AHS Public Relations Intern

- Crafted 25+ flyers to inform 7,800 students of school news via X (formerly Twitter), Instagram, and Facebook
- Designed Canva presentations and created Excel spreadsheets to support various school initiatives

ORGANIZATIONS

UT Dallas Real Estate Club

May 2024 - Present

Board Member - Website Development

- Utilize Wix to ensure timely output of dozens of events and weekly newsletters, reaching over 1500 impressions

Circle K International Member

August 2024 - Present

Tri Delta Sorority Member – Epsilon Theta Chapter

September 2023 - July 2024

ADDITIONAL INFORMATION

Languages: English (Native) & American Sign Language (Conversational)



Herbert D. Weitzman
Institute for Real Estate

PROPERTY MANAGEMENT

Internship

FALL/WINTER 2024

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

August 2020 – May 2024

Bachelor of Arts, Technology and Emerging Communications

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

Smithavarun Bavirishetti

Dallas, TX • 469.618.1061 • smithavarun.bavirishetti@utdallas.edu • [linkedin.com/in/smithavarun/](https://www.linkedin.com/in/smithavarun/)

EDUCATION

The University of Texas at Dallas

Dec 2025

M.S., Finance

3.75 GPA

Christu Jyothi Institute of Technology and Science (affiliated to JNT University Hyderabad)

Nov 2014

B.Tech., Mechanical Engineering

Academic Projects

NTXIA Non-Profit Organization (**The University of Texas at Dallas**)

May 2024- Jul 2024

- **Innovation@work**, Applied Lean Innovation methods to a real-world company problem regarding increasing membership and designing Key Performance Indicators.

BUSINESS EXPERIENCE

International Peer Advocate, Intercultural Programs, **The University of Texas at Dallas**

Jul 2024- Present

- **Facilitated** in creating and implementing transitional programs for 1,200+ international students each semester.
- **Planned** for cross-cultural problem-solving and represent ICP as a student leader.

Telangana State Co-operative Apex Bank Limited, Hyderabad, TS, India

Staff Assistant

Jan 2018–Jan 2024

- **Led** database migration project, enhancing work efficiency by 20%, and streamlined leave application process, reducing processing time by 30%.
- **Implemented** Excel techniques, cutting financial review turnaround by 25% and ensuring timely reporting.
- **Reviewed** 80+ internal reports, improving operational efficiency and reducing risk incidents by 35%.
- **Resolved** long-standing reconciliation issues for GL heads, using CBS reports and archived records, reducing auditors' workload by 15% and achieving 100% reconciliation accuracy.

President, APCOB TEU (Employees' union), Telangana State Co-operative Apex Bank Limited, Hyderabad Jan 2020–Jan 2022

- **Negotiated** and executed 5 collective bargaining agreements, yielding a 50% rise in average wage and 10% enhancement in working conditions, encompassing heightened safety measures.
- **Successfully** advocated for and secured National Pension Scheme benefits for 500 employees, leading to a 10-15% increase in income for each member.

Spokesperson, APCOB TEU, Telangana State Co-operative Apex Bank Limited, Hyderabad

Sep 2019–Jan 2020

- Researched loopholes in Telangana's cooperative systems, presented findings to state-level committee, and influenced Cooperative HR Policy, enhancing operations for 6,000+ statewide employees.

The Warangal District Co-operative Central Bank Ltd., Warangal, TS, India

Staff Assistant

Jan 2016–Jan 2018

- Leveraged strong analytical skills to ensure Due Diligence compliance in branch operations.

VOLUNTEER

Student Mentor, **Prodigy Finance**

Feb 2024–Present

ORGANIZATIONS

Vice President, **Badminton Club, UTD**

Apr 2024–Present

Founding Treasurer, **Campus Emergency Response Team, UTD**

Jul 2024–Present

Member, **University Toastmasters of Dallas, UTD**

Jan 2024–Present

ADDITIONAL INFORMATION

Technical Skills: Argus, Power BI, Advanced MS Excel (Pivot, Lookup), AUTOCAD, Bloomberg.

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions for 36 months (STEM) without sponsorship

RIFAT BUDHWANI

Dallas, TX, 75080; (945) 291-1004; RifatUmid.Budhwani@UTDallas.edu; www.linkedin.com/in/rifat-budhwani/

EDUCATION

The University of Texas at Dallas

Master of Science, Finance (STEM)

Concentration- Real Estate Finance

Aug 2024 - May 2026

GPA 4.00

University of Pune

Post Graduate Diploma in Banking and Finance

April 2020 - April 2021

GPA 3.81

University of Pune

Bachelor of Business Administration

June 2017 - April 2020

GPA 3.61

PROFESSIONAL EXPERIENCE

Credit Suisse

Oct 2022 – Aug 2023

Financial Analyst

- Prepared monthly Financial Reporting of 19 million USD, utilizing advanced Excel to ensure transparency and accountability to stakeholders.
- Prepared and delivered accurate monthly headcount and financial forecasts by analyzing complex datasets, resulting in a 10% improvement in forecasting accuracy and enhancing decision-making processes.
- Delivered strategic insights through variance analysis using Power BI reducing decision-making time by 20% and enhancing financial strategy alignment.
- Forecasted and managed global expenses of \$8M using spreadsheet software, ensuring accurate recording and budgeting, which resulted in a 15% reduction in budget variances.
- Conducted independent cost analyses to monitor financial activities, successfully validating 100% of restatement proposals, which reduced discrepancies by 20%.
- Examined internal controls over 500M USD entries and SOX compliance checks ensuring error-free postings.

Deutsche Bank

Aug 2020 – Sept 2022

Financial Analyst

- Developed monthly financial reports, and financial ratios using PeopleSoft, Business Warehouse, and SAP, improving financial reporting efficiency by 20% for both internal and external stakeholders.
- Automated the US region's unmapping process, saving 150 man-hours monthly and increasing operational efficiency by 30%.
- Performed detailed interest rate analysis to assess impact on investment strategies and portfolio performance.
- Collaborated with internal teams to test and improve tools, resulting in daily savings of 85 man-hours and significant cost reductions.
- Facilitated the disclosure of Capital Markets worth €1.4 billion for the Asia Pacific region, ensuring comprehensive and accurate financial reporting.

ACADEMIC PROJECT

Financial Analysis of Reliance Communication

Dec 2020 – April 2021

- Analyzed Reliance Communication Pvt Ltd.'s decade-long financial decline through cash flow and balance sheet analysis and calculated key ratios—profitability, leverage, liquidity, and solvency—to uncover trends.

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

Real Estate Club (Member), The University of Texas at Dallas

Aug 2024-Present

- Developed industry knowledge and networking skills through workshops and events.
- Collaborated on projects, demonstrating commitment to real estate and teamwork.

SKILLS & CERTIFICATIONS

Skills: Python, R, ARGUS, Financial Modelling, MS Excel, MS Word, MS PowerPoint, Bloomberg Market Concept, Financial Statement Analysis, Problem Solving, Interpersonal Skills, Public Speaking, Critical Thinking, Team player, Communication Skills.

Certification: Certified Management Accountant (CMA USA)

Languages: Fluent in English and German.

Dan Dolan, P.G.

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www.linkedin.com/in/DFWdandolan/ ; www.dandolan.fathomrealty.com

EDUCATION

- The University of Texas at Dallas | Active member in *The Real Estate Club at UTD*** **December 2025**
M.Sc. Geographic Information Systems ('24) | Remote Sensing ('25) | Geospatial Intelligence ('25) **GPA 3.9**
LiDAR Project Management Automation by uploading construction-site point-cloud into a GIS
1400 Firebird 7.5 acres Cost & Suitability Analysis for Urban Development Design
- The University of Arkansas | (SGE) Earth Science Honor Society, (AAPG) Student Chapter President** **December 202**
B.S. Earth Science ('12), B.S. Geology ('13), B.A. Geography ('13), M.S. Geology ('14) **GPA 3.8**

PROFESSIONAL PROFILE - CERTIFICATIONS, TECHNICAL & SOFTWARE SKILLS

Professional Geoscientist(P.G.15292), LPST Project Manger (#0000777), & Licensed Realtor (#757538)

ENVIRONMENTAL, CONSTRUCTION, COMMERCIAL REAL ESTATE BUSINESS EXPERIENCE

Professional Skills	National Association of Realtors, 40-Hr HAZWOPER, TBPG, TCEQ
Software Skills	ESRI – ArcGIS, ERDAS, QGIS, Quire, ProCore, Petrel, Petra, SMT Kingdom

APEX GEOS Investments, (Series-LLC.) | ROCKS & Real Estate **ROCKS Real Estate Services, PLLC.** | Richardson, TX

Professional Geoscientist, Project Manager, & Environmental Realtor Consultant in CRE **risk due diligence**

- **May 2020-Present**
- *1Financing Experience for FHA, conventional, HELOC, DSCR, & Ground-Up Construction
- h flow-line 'Chou' 'you' 'ou'
- # ed with CRE developers on land use feasibility study risk assessments, facilitating projects >\$10 MM
- *3Directed Environmental compliance regarding landfills, water wells, storm water (SWPPP)
- *3Conducted soil & water testing, ensuring compliance for commercial & industrial projects
- *3Specialized in managing ESA Phase I/II, Property Condition Assessment (PCA) for minimized capital risk
- *3Project Manager subsurface consultation on environmental remediation for Affected Property Assesment (APAR)

Home Elevator of Texas, Farmers Branch, TX | DFW Sales, Office, and Project Manager

Residential & Commercial projects for everything elevating in North Texas **February 2022 - June 2023**

- Elevator-aid to architects, builders, and contractors for project completion
- Managed Sales, Project Management, Scheduling, and Installation to Service
- Increased sales by 43% in 1st year and built Project-Management Skill-set
- Data mapping of industry to target the best customer base using tapestry segmentation thus increasing ROI

Denbury Resources Inc. | Plano, TX | Business Unit CCS Development Operations Geologist **January 2015- July 2020**

- Led geospatial mapping for critical decision-making considerations in real estate development.
- Supervised economic lease analysis aligning with property valuation and investment analysis for CRE.
- Recommended lease expiration & development strategy for negotiating property deals maximizing profitability.
- Resolved operational issues using technical data, akin to asset management challenges & land use optimization.

PROFESSIONAL CERTIFICATIONS

(NAR) National Association of Relators **March 2021**

- Licensed Realtor# 0757538

Champions School of Real Estate, LTD

- Real Estate Marketing, Real Estate Investment, Real Estate Brokerage **March 2023**

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

Victoria Valentina Fuenmayor

Garland, Texas, 75044; 832-790-4817; Victoria.fuenmayor@utdallas.edu
<https://www.linkedin.com/in/victoriafuenmayor/>

EDUCATION

The University of Texas at Dallas

Bachelor of Science, Global Business and Real Estate Investment Management

May 2026

GPA 3.3

CERTIFICATIONS

UTD Argus Workshop

November 2024

Excel Financial Modeling

April 2024

Learning Excel 2019

October 2022

Learning Word 2021

September 2022

ACADEMIC PROJECT EXPERIENCE

CBRE Sales Job Simulation on Forage

October 2024

- Completed a simulation focused on commercial leasing with CBRE
- Reviewed and analyzed a rent roll
- Developed the location narrative for an offering memorandum

PROFESSIONAL EXPERIENCE

Regal Realtors LLC, Dallas & Houston, Texas

June 2024 – Present

Real Estate Agent

- Formulated a cash flow statement using Microsoft Excel for an investor client, resulting in a successful condo purchase that projected a desired ROI through effective leasing strategies
- Assessed a comprehensive market analysis using CMAs, strategically marketed the property, and negotiated to secure an offer matching the seller's asking price within 15 days of listing

JF Remodeling & Construction Inc, Houston, Texas

May 2023 – Present

Real Estate Acquisition and Development Specialist

- Identified and secured four prime locations for the developer's residential subdivision project
- Acquired city and county permits for parcels requiring specific services and new construction project permissions

eXp Realty LLC, Dallas & Houston, Texas

February 2023 – June 2024

Real Estate Agent

- Closed as buyer's agent, listing agent, and tenant's agent, resulting in a robust understanding of each different transaction and \$1M+ in sales production within the first year
- Overcame challenging negotiations to provide clients with an affordable mortgage payment, a \$30k sales price reduction, and a 1.5% buydown credit for the buyers

VOLUNTEER EXPERIENCE

Sustainability as a Solution to Global Challenges, Richardson, TX, *Conference Organizer*

April 2022 – March 2022

- Proposed Instagram ads and a pop-up stand on campus to promote the event, resulting in a higher number of student registrations for the event and the management and sustainability school organization

ORGANIZATIONS

Real Estate Club Officer, UT Dallas - Content Creator

May 2024 – Present

ALPHA, UT Dallas

October 2024 – Present

Cru, UT Dallas

August 2023 – Present

ADDITIONAL INFORMATION

Skills: Tableau, Power BI, MS Office, CRM, Cold Calls, Sales, Oracle Live SQL, and Digital Marketing

Languages: Fluent Spanish

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

BHAVYA A. JAISWAL

Carrollton, TX; 945.216.6336 baj230003@utdallas.edu

<https://www.linkedin.com/in/bhavya-jaiswal-aa083a265/>

EDUCATION

The University of Texas at Dallas

August 2024

B.S., Neuroscience;

EXPERIENCE

- Non-traditional student that is on a pre-med track but is interested in building experience in real estate investing, marketing, and bioentrepreneurship.

LEADERSHIP EXPERIENCE

The Thirst Project - Charity Walk for Clean Water

July 2022

- *7 hrs per week/6 weeks*
- Self-organized, in partnership with The Thirst Project (non-profit water charity org. founded by Legacy Youth Leadership), raised \$300+ for clean water while walking 2+ miles.
- Acquired 10+ sponsors from companies in local community such as The Giving Garden and ISKCON Dallas

LISD Career Center East - Student Ambassador

Jan 2023 - May 2023

- *7 hrs per week/15 weeks*
- Served as an ambassador that guided prospective students around campus and informed them about the various programs offered at the career center.
- Answered questions and engaged students in thinking about their future careers and classes to take.

ISKCON Dallas - AV Team, Head Photographer

Aug 2019 - Jan 2021

- *8 hrs per week/36 weeks*
- Joined the temple's AV team as their head photographer, taking photos and coordinating temple events, social media platforms, communication
 - Photos published into the temple newspaper and articles, designed advertisement flyers

ORGANIZATIONS

Alpha Epsilon Delta, UT Dallas

August 2024 – Present

Molding Doctors, UT Dallas

August 2024 – Present

ADDITIONAL INFORMATION

Technical: MS Office, Adobe systems

Languages: English, Hindi, Spanish, Gujarati

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Sai Charan Palvai

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EDUCATION

Master of Science, Computer Science The University of Texas at Dallas, Texas, United States	May 2026
Bachelor of Engineering, Electronics and Communication Engineering Vasavi College of Engineering, Telangana, India	June 2022

TECHNICAL SKILLS

Programming Languages, and Skills: C/C++, Java, DSA, Python, Java Script, Pega PRPC, HTML, CSS, OOPS, SDLC, RDBMS
Databases, and OS: Pega 8.x, Pega Infinity 23, NoSQL, MongoDB, MYSQL, TensorFlow, Windows, Linux
Tools: Jira, Azure Devops, Postman, PowerPoint, Adobe, InDesign, Photoshop, Word, Excel
Certifications: Pega Certified System Architect, Pega Certified Senior System Architect, CCNA1, CCNA2

WORK EXPERIENCE

Pegasystems, INDIA **August 2022 – August 2024**
System Architect

- Designed a Pega-based Client maintenance application for OCBC Bank and WaterNSW, reducing clicks and enhancing user experience to streamline onboarding.
- Integrated Pega applications with external systems using Connect REST APIs, ensuring seamless data flow.
- Trained on Pega Customer Decision Hub for future projects involving real-time decisioning.
- Spearheaded the delivery of tailored solutions for clients in Malaysia and Singapore, driving the successful release of two high-impact projects within a year.
- Led a team in developing the CLSA App Tracker, an end-to-end application using Constellation, empowering over 2,000 Pegasystems employees to monitor and assess their skillset progression, while providing personalized recommendations for their next steps.
- Volunteered to mentor two interns during their 4-month internship, guiding them in building an end-to-end application and accelerating their integration into the team by a month ahead of schedule.

Pegasystems, INDIA **April 2022 – August 2022**
Intern

- Developed an application using Pega Designer Studio for a network provider, enabling thousands of customers to seamlessly register with enhanced security through a 2-step verification process.
- Created comprehensive reports from customer-provided data, extracting critical business insights that drove a 20% increase in operational effectiveness.

ACADEMIC PROJECTS

Client Onboarding and Maintenance Banking Application | Pega Infinity 23, Java, XML **August 2022 – January 2024**

- Extended client onboarding application to Malaysia, ensuring seamless integration with systems in Singapore.
- Implemented the Front Office Account Services Tool on the Pega platform for the Bank of Singapore, replacing Excel-based customer data maintenance tools, contributing to an improved response time for customer requests by 40%.
- Configured APIs using integration connectors to validate customer identities against backend databases.

A Deep CNN Model for Glaucoma Detection in Retina Tomography | Python, NumPy, TensorFlow **January 2022 – May 2022**

- Performed a comparative analysis of MobileNet, Inception V3, and a proposed model for glaucoma disease detection, assessing performance metrics such as accuracy and training time, and identifying the most efficient approach based on the results.

Leveraging Deep Learning and Radiography for Diagnosis of COVID-19 | Python, TensorFlow **January 2021 - May 2021**

- Implemented a CNN model-VGG16 with transfer learning to differentiate four classes of lung diseases, achieving a 98% accuracy with a focus on Covid-19 detection.
- Published the research paper in Solid State Technology (Volume 64, issue 2).

VOLUNTEER EXPERIENCE

Corporate Social Response: Co-Lead **January 2024 – August 2024**

- Coordinated community events, including distributing supplies to over 500 students at orphanages and leading lake cleaning initiatives, boosting engagement and participation by 50% while enhancing environmental sustainability.

NIRAV ROHRA

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EDUCATION

The University of Texas at Dallas, Dallas, TX

08/2023 - 12/2026

- Bachelor of Science in Computer Science, with a Certification in Cyber-Defense
- Scholarships: **Academic Excellence Scholar**

SKILLS

- **Technical:** Penetration Testing (OWASP Standards), Kali Linux, Bash, Shell Vulnerability Assessment, Network Security, Java (OOP), C++, HTML/CSS, Graphic Design, Machine Learning, SQL, Python, Microsoft Products, Mainframe, AWS
- **Frameworks:** Cybersecurity Risk Assessment, Threat Mitigation, Digital Forensics, Network Intrusion Detection and Prevention, Product Lifecycle Management, Predictive Data Analytics, Team Dynamix, Bot Development, Jira, Kanban, Agile Scrum
- **Certifications:** Oracle Certified Associate Java SE 8, Oracle University 06/2022

RELEVANT WORK EXPERIENCE

Office of Information And Technology Labs Assistant, University of Texas At Dallas

08/2024-Present

- Serve over 30,000 students and faculty by efficiently resolving IT issues (e.g., disk partitioning for virtualization, driver issues, brute-force password resets using unique tokens) and addressing security incidents (e.g., SSH server problems) across university.
- Ensuring 99.1% uptime for servers and computer labs by providing secure access, keeping all software patched and updated.
- Administering UTD's proprietary software: ticketing system (Atlas-Jira), print software (Pharos), and database system (Sailpoint).

Programming Intern, Royal Technosoft Pvt Ltd

11/2019 - 07/2021

- Taught programming concepts to over 500 college freshmen as a high school sophomore, creating engaging projects like a graphic game in C++ and a dinosaur-themed game on Microsoft HoloLens using Unity3D.
- Featured in local media, including the Ahmedabad Mirror (readership of over 5 million) and VTV Gujarati news (viewership of over 3 million), as the youngest professor in my city, highlighting my contributions to tech education.
- Designed and managed the entire curriculum, including lesson planning, scheduling, assessments, and presentations, utilizing tools such as Microsoft 365 (all applications), Google Suite, Cengage, Zoom, and Canva to ensure a comprehensive learning experience.
- Expanded the program to a virtual format during the pandemic, reaching over 800 international students from countries including the UK, USA, Taiwan, and UAE, fostering a global learning community.

Web Designer and Deployment (Contract Based), Dallas TX

11/2019 - Present

- ftth24x7.com - Developed a telecom website with user-centered design, implementing data-driven UX improvements like dynamic content tailored to browsing patterns, A/B testing for optimal navigation styles, and progressive disclosure to streamline navigation and emphasize key features. Net **23.5%** improvement in user retention.
- tranquilflow.org - Built a yoga platform leveraging Convolutional Neural Networks (CNNs) for injury detection through image analysis (which also leverages Gemini - Google), K-means clustering to categorize user types based on preferences, and Collaborative Filtering for personalized class recommendations, boosting accessibility and user engagement by **17%**.
- aiaautd.org - Developed an education website (over 400 active members). Implemented features: progressive disclosure, dynamic content to highlight key events and resources, which increased member engagement and ease of access to study materials for users.
- **HRCR Lamination LLP** - Currently developing a secure, contract-based website for a metal manufacturing company, prioritizing intuitive design, user-centered interfaces, and robust data protection. (The company's goal is to have high SEO ranking)

PROJECT EXPERIENCE (Cybersecurity and Artificial Intelligence)

11/2019-Present

- **Conducted Penetration Testing on Hindenburg Research:** Performed a thorough penetration test on HindenburgResearch.com and identified security vulnerabilities within the admin portal. Reported findings to Nathan Anderson, Founder of Hindenburg Research, contributing to enhanced platform security.
- **National Security Agency - Codebreaker Challenge, Part 3 (Ongoing):** Engaging in advanced cybersecurity problem-solving, including cryptography, reverse engineering, and network forensics (The tasks are usually encoded in a binary hex object file)
- **Fake Audio Detection:** Created a ML model, trained on ResNet architecture, which detects deep fake audio with **96.8%** accuracy
- Program Analyst at NASA L/SPACE - Estimated and minimized costs for a \$420 million lunar landing hypothesis, leveraging data visualization with Tableau. Simulated visuals based on insights extracted from research papers through a machine learning model.

ADMINISTRATIVE WORK EXPERIENCE

President, Community Council, The University of Texas At Dallas

09/2024 - Present

- Manage a budget and **grants of \$150,000**, lead council meetings to support campus-wide programs and events.
- Preside over the Executive Board, guiding strategic initiatives and data driven decisions for a community of over **4,500 students**.
- Delegate responsibilities and projects to executive members, ensuring efficient task completion and accountability.

Facility Management Student Assistant, The University of Texas At Dallas

03/2024 - 08/2024

- Assisted in administrative tasks to ensure compliance with facility management protocols.
- Coordinated and managed facility operations with a focus on maintaining secure access and safety standards.

EXTRA CERTIFICATIONS

Yoga Alliance USA Certified Yoga Instructor (**April 2023**), Excel Financial Modeling (**April 2024**), Network+ (**In Progress**)

Sophia Soto

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www.linkedin.com/in/sophiasoto47

EDUCATION

The University of Texas at Dallas

B.S., Marketing; Minor in Psychology
Davidson Management Honors Program

May 2026

GPA 3.8

WORK EXPERIENCE

TMG Inc - Addison, Texas

March 2024 - July 2024

Spectrum Sales Representative

- Generated \$1700 in sales in one day, consistently doubling the weekly revenue target of \$800 via Salesforce leads
- Facilitated team growth by training 5 employees in product knowledge and sales procedures via evaluations
- Fostered 40+ strong customer relationships through attentive service and personalized communication strategies

Ellen's Restaurant & Bar - Allen, Texas

June 2023 - December 2023

Waitress

- Implemented solid communication skills by welcoming and engaging patrons, earning dozens of repeat guests
- Demonstrated proficient multitasking skills in a fast-paced environment by managing 8 tables simultaneously
- Increased customer satisfaction by mentoring 10+ trainees on knowledge of policies and procedures in 6 months

Datatax - Allen, Texas

November 2021 - May 2023

Bookkeeper Aide, Tax Preparation Aide

- Compiled and organized over 2,000 client and company tax files to facilitate efficient tax preparation processes
- Reconciled bank debits, credit card statements, and checks for 8+ clients in one day
- Executed clerical duties to increase organization, maintaining the confidentiality of 2,000+ clients' banking records

INTERNSHIP EXPERIENCE

Credit Union of Texas SMART Branch - Allen, Texas

July 2021 - May 2023

SMART Branch Intern, Student Branch Manager & Student Head Marketer

- Managed over 30 member accounts in a 3-month period and conducted 60+ member transactions monthly
- Coordinated and managed 15 community engagement activities to foster a sense of involvement and connection
- Administered 8 financial literacy presentations, educating over 400 Allen High School students

Allen High School - Allen, Texas

August 2022 - May 2023

AHS Public Relations Intern

- Crafted 25+ flyers to inform 7,800 students of school news via X (formerly Twitter), Instagram, and Facebook
- Designed Canva presentations and created Excel spreadsheets to support various school initiatives

ORGANIZATIONS

UT Dallas Real Estate Club

May 2024 - Present

Board Member - Website Development

- Utilize Wix to ensure timely output of dozens of events and weekly newsletters, reaching over 1500 impressions

Circle K International Member

August 2024 - Present

Tri Delta Sorority Member – Epsilon Theta Chapter

September 2023 - July 2024

ADDITIONAL INFORMATION

Languages: English (Native) & American Sign Language (Conversational)



Herbert D. Weitzman
Institute for Real Estate

REAL ESTATE INVESTMENTS

Internship

FALL/WINTER 2024

Vishnu Ajay

Dallas, TX, 75080 | 945.527.5192 | ivishnuajay@gmail.com | www.vishnuajay.com | linkedin.com/in/vishnu-ajay/

EDUCATION

The University of Texas at Dallas , Richardson, TX	May 2025
Master of Science, Management Science (Real Estate Concentration) Dean's Excellence Scholarship Nash Leader <i>Relevant Coursework: Financial Modeling, Real Estate Finance, Project Management, Business Analytics, Statistics</i>	
National Institute of Technology Calicut , Kozhikode, India	May 2023
Bachelor of Technology, Computer Science and Engineering	

AWARDS & HONORS

SIOR Commercial Real Estate Scholarship , <i>Society of Industry and Office Realtors (SIOR)</i>	June 2024
Beck Group Fellowship for Real Estate , <i>UT Dallas Naveen Jindal School of Management</i>	June 2024

PROFESSIONAL EXPERIENCE

KanTime , Plano, Texas	May 2024 – Present
<i>Technical Product Manager Intern</i>	
Aug 2024 – Present	
<ul style="list-style-type: none">Conducted competitor analysis and authored a 20-page feasibility study, identifying 3 new product opportunities for clinical decision support features.Networked with 100+ industry professionals at a user conference, participated in 5 product development workshops, and generated 3 new product ideas, establishing connections with 10 prospective users.	
<i>Data Analyst Intern</i>	May 2024 – Aug 2024
<ul style="list-style-type: none">Compiled and analyzed 100K rows of Medicare data from 50 states using Excel VBA and SQL and created interactive data visuals using Tableau to develop state-specific payer program dashboards.Developed an ML model using machine learning algorithms on 500+ patient records, predicting hospitalization risk.	
Apollo Hospitals , Kochi, India	May 2023 – July 2023
<i>Finance Analyst Intern</i>	
<ul style="list-style-type: none">Conducted financial analysis on six high-volume orthopedic surgeries on MS Excel, utilizing LOOKUPS, and pivot tables, optimizing surgery fee packages to increase profit margins by 15%.Created data visualizations and dashboards to display information creatively to senior leadership, reducing reporting time by 30% and improving client comprehension of KPIs.	
Oracle , Hyderabad, India	May 2022 – July 2022
<i>Applications Development Intern</i>	
<ul style="list-style-type: none">Collaborated with stakeholders to gather requirements, create documentation, and test a HCM chatbot system, resulting in a successful launch with zero critical errors.Developed a project plan on Smartsheet and facilitated weekly team meetings to ensure timely project completion, reducing development time by 20% compared to estimates.	
Family Real Estate Business , Kochi, India	May 2020 – April 2022
<i>Commercial Real Estate Analyst</i>	
<ul style="list-style-type: none">Transformed real estate operations through Excel-based data analysis and digital tools, identifying discrepancies in financial models and improving transparency.Projected financial performance using proforma modeling, sensitivity analysis, and discounted cash flow analysis in MS Excel to evaluate expansion into 3 new geographies.Interacted with clients in due diligence processes and conducted 15 site tours to understand needs and present solutions, leveraging strong communication skills to build trusted advisor relationships.	

PROJECT EXPERIENCE

Supermarket Data Analytics: Optimizing Operations through Advanced SAS Analysis	January 2024 – May 2024
<ul style="list-style-type: none">Analyzed US supermarket chain data using SAS Enterprise Miner, applying market basket analysis, customer segmentation, and regression modeling on 50+ branches and 7,500+ transactions.	

SKILLS/CERTIFICATIONS

Certified Associate in Project Management (CAPM) , <i>Project Management Institute</i>	January 2024
Excel Financial Modeling , <i>Herbert D. Weitzman Institute for Real Estate</i>	April 2024
ARGUS Workshop , <i>Herbert D. Weitzman Institute for Real Estate</i>	May 2024
<i>Skills:</i> ARGUS, Excel, VBA, Visio, PowerPoint, SAP, SAS, Tableau, PowerBI, Adobe Suite, Python, SQL, HTML, CSS, Java, React, C, C++	
<i>Eligibility:</i> VISA, Eligible to work in the US for internships and full time for up to 36 months	

Sofia Andujar

| Dallas, TX | 214-892-0588 | sofia.andujar@gmail.com | <https://www.linkedin.com/in/sofiaisabelandujar/> |

PROFESSIONAL SUMMARY

Recent graduate with a Bachelor's degree in Arts, Technology and Emerging Communications from The University of Texas at Dallas. Skilled in Adobe Creative Cloud, Salesforce CRM, and graphic design. Proven experience in sales and customer engagement, focusing on long-term client relationships and delivering personalized service. I am currently preparing for the Texas Real Estate Licensing Exam to leverage my sales and real estate skills. Recently completed the hands-on ARGUS workshop at UT Dallas and received a certificate of completion.

EDUCATION

The University of Texas at Dallas

August 2020 – May 2024

Bachelor of Arts, Technology and Emerging Communications

GPA 3.00

TOOLS, SKILLS AND AWARDS

Tools and skills: Adobe Creative Cloud, graphic design, computer imaging, video editing, Microsoft PowerPoint, Salesforce CRM, conversational Spanish, social media analysis and growth, JavaScript, C++.

Awards: **3rd Place Rookie Preview**, UT Dallas 2023 Sales Competition (Selling Salesforce CRM to Lennox)

- Fostered strong rapport with clients by actively listening to their needs.
- Uncovered improvement opportunities for mock customer CRM.
- Guided prospects to address the urgency of solution implementation.
- Demonstrated exceptional communication skills in roleplay and successfully guided clients to sign a contract with Salesforce.

ACADEMIC PROJECT EXPERIENCE

UX/UI App Mockup Interaction Design 1

August 2022 – December 2022

- Conducted independent research to develop an app idea to present in class.
- Developed an idea for a virtual styling and digital closet app for any age demographic.
- Simulated the app using software and presented it to the class.

VOLUNTEER & ORGANIZATIONS

Tri Delta Sorority, University of Texas at Dallas

December 2020 – May 2024

- Arranged event spaces for recruitment to create an aesthetic and appealing environment.
- Engaged in volunteer activities supporting St. Jude Children's Research Hospital.
- Conducted recruitment interviews at the beginning of each semester.

WORK EXPERIENCE

Sales Support and Operations – **David Yurman**, Dallas, TX

October 2024 – Present

- Supported sales operations by updating and maintaining accurate inventory records. Efficiently processed transactions to enhance the customer experience.
- Assisted in visual merchandising efforts by organizing displays and ensuring products were presented in an appealing manner, contributing to a captivating shopping environment.

Sales Associate – **Equinox**, Highland Park Village, Dallas, TX

December 2023 – May 2024

- Actively engaged with customers to build rapport and establish long-term relationships to drive sales and provide a more personalized experience for clients.
- Achieved approximately \$100,000 in sales revenue within six months while working part-time at Equinox.

Child Caregiver (Private Family) – Red Cross Certified Lifeguard, Dallas, TX

June 2018 – Present

- Coordinated effectively with parents to discuss and adjust routines, fostering strong communication and trust.

Franklin Avera

Richardson, TX 75080; 512-960-7880; Franklin.Avera@utdallas.edu

[linkedin.com/in/franklin-avera](https://www.linkedin.com/in/franklin-avera)

EDUCATION

The University of Texas at Dallas
Bachelor of Science, Finance

May 2027
GPA 3.70

ADDITIONAL INFORMATION

Skills: Excel, PowerPoint, C++

PROFESSIONAL EXPERIENCE

Jeanetix Fitness, Richardson, TX, United States

Aug 2024 - Pre

Personal Trainer / Marketing

- Designed and implemented personalized fitness programs for clients
- Expanded client base through targeted social media marketing strategies

Canyon Creek Country Club, Richardson, TX, United States

Sep 2024 –Pre

Performance Trainer

- Optimized athletic performance for golf and tennis club members
- Led strength and conditioning programs for the youth tennis academy
- Collaborated with executives and owners on strategic business initiatives

ACADEMIC PROJECT EXPERIENCE

IREM Case Competition Winner, Plano, TX, United States

Sep 19 – Oct 19, 2024

- Analyzed real estate property for potential value-add opportunities
- Delivered presentations to senior-level property managers
- Conducted comprehensive property site analysis
- Developed innovative marketing strategies to enhance property appeal.

Candy Land, Coding Language: C++

Nov 2023

- Developed a digital version of Candy Land utilizing C++ programming
- Engineered backend function using variables, string manipulation, and arrays.

ORGANIZATION EXPERIENCE

Boy Scouts Of America, Austin, Senior Portal Lead

Aug 2014 – May 2022

- Led and mentored in leadership exercises and team missions
- Led 20+ scouts during an 80-mile 12-day high-adventure backpacking expedition
- Achieved Eagle Scout award to only 4% of scouts complete

UTD Rugby Team, Social Media Manager

- Competed in state-level matches against Texas and Oklahoma universities
- Filmed and produced video content showcasing games and training sessions

AWARDS

Eagle Scout

Summer 2022

Army ROTC National Scholarship, UC Boulder

Summer 2023

Smithavarun Bavirishetti

Dallas, TX • 469.618.1061 • smithavarun.bavirishetti@utdallas.edu • [linkedin.com/in/smithavarun/](https://www.linkedin.com/in/smithavarun/)

EDUCATION

The University of Texas at Dallas Dec 2025

M.S., Finance 3.75 GPA

Christu Jyothi Institute of Technology and Science (affiliated to JNT University Hyderabad) Nov 2014

B.Tech., Mechanical Engineering

Academic Projects

NTXIA Non-Profit Organization (**The University of Texas at Dallas**) May 2024- Jul 2024

- Innovation@work, Applied Lean Innovation methods to a real-world company problem regarding increasing membership and designing Key Performance Indicators.

BUSINESS EXPERIENCE

International Peer Advocate, Intercultural Programs, **The University of Texas at Dallas** Jul 2024- Present

- **Facilitated** in creating and implementing transitional programs for 1,200+ international students each semester.
- **Planned** for cross-cultural problem-solving and represent ICP as a student leader.

Telangana State Co-operative Apex Bank Limited, Hyderabad, TS, India

Staff Assistant Jan 2018–Jan 2024

- **Led** database migration project, enhancing work efficiency by 20%, and streamlined leave application process, reducing processing time by 30%.
- **Implemented** Excel techniques, cutting financial review turnaround by 25% and ensuring timely reporting.
- **Reviewed** 80+ internal reports, improving operational efficiency and reducing risk incidents by 35%.
- **Resolved** long-standing reconciliation issues for GL heads, using CBS reports and archived records, reducing auditors' workload by 15% and achieving 100% reconciliation accuracy.

President, APCOB TEU (Employees' union), Telangana State Co-operative Apex Bank Limited, Hyderabad Jan 2020–Jan 2022

- **Negotiated** and executed 5 collective bargaining agreements, yielding a 50% rise in average wage and 10% enhancement in working conditions, encompassing heightened safety measures.
- **Successfully** advocated for and secured National Pension Scheme benefits for 500 employees, leading to a 10-15% increase in income for each member.

Spokesperson, APCOB TEU, Telangana State Co-operative Apex Bank Limited, Hyderabad Sep 2019–Jan 2020

- Researched loopholes in Telangana's cooperative systems, presented findings to state-level committee, and influenced Cooperative HR Policy, enhancing operations for 6,000+ statewide employees.

The Warangal District Co-operative Central Bank Ltd., Warangal, TS, India

Staff Assistant Jan 2016–Jan 2018

- Leveraged strong analytical skills to ensure Due Diligence compliance in branch operations.

VOLUNTEER

Student Mentor, **Prodigy Finance** Feb 2024–Present

ORGANIZATIONS

Vice President, **Badminton Club, UTD** Apr 2024–Present

Founding Treasurer, **Campus Emergency Response Team, UTD** Jul 2024–Present

Member, **University Toastmasters of Dallas, UTD** Jan 2024–Present

ADDITIONAL INFORMATION

Technical Skills: Argus, Power BI, Advanced MS Excel (Pivot, Lookup), AUTOCAD, Bloomberg.

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions for 36 months (STEM) without sponsorship

RIFAT BUDHWANI

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EDUCATION

The University of Texas at Dallas

Master of Science, Finance (STEM)

Concentration- Real Estate Finance

Aug 2024 - May 2026

GPA 4.00

University of Pune

Post Graduate Diploma in Banking and Finance

April 2020 - April 2021

GPA 3.81

University of Pune

Bachelor of Business Administration

June 2017 - April 2020

GPA 3.61

PROFESSIONAL EXPERIENCE

Credit Suisse

Oct 2022 – Aug 2023

Financial Analyst

- Prepared monthly Financial Reporting of 19 million USD, utilizing advanced Excel to ensure transparency and accountability to stakeholders.
- Prepared and delivered accurate monthly headcount and financial forecasts by analyzing complex datasets, resulting in a 10% improvement in forecasting accuracy and enhancing decision-making processes.
- Delivered strategic insights through variance analysis using Power BI reducing decision-making time by 20% and enhancing financial strategy alignment.
- Forecasted and managed global expenses of \$8M using spreadsheet software, ensuring accurate recording and budgeting, which resulted in a 15% reduction in budget variances.
- Conducted independent cost analyses to monitor financial activities, successfully validating 100% of restatement proposals, which reduced discrepancies by 20%.
- Examined internal controls over 500M USD entries and SOX compliance checks ensuring error-free postings.

Deutsche Bank

Aug 2020 – Sept 2022

Financial Analyst

- Developed monthly financial reports, and financial ratios using PeopleSoft, Business Warehouse, and SAP, improving financial reporting efficiency by 20% for both internal and external stakeholders.
- Automated the US region's unmapping process, saving 150 man-hours monthly and increasing operational efficiency by 30%.
- Performed detailed interest rate analysis to assess impact on investment strategies and portfolio performance.
- Collaborated with internal teams to test and improve tools, resulting in daily savings of 85 man-hours and significant cost reductions.
- Facilitated the disclosure of Capital Markets worth €1.4 billion for the Asia Pacific region, ensuring comprehensive and accurate financial reporting.

ACADEMIC PROJECT

Financial Analysis of Reliance Communication

Dec 2020 – April 2021

- Analyzed Reliance Communication Pvt Ltd.'s decade-long financial decline through cash flow and balance sheet analysis and calculated key ratios—profitability, leverage, liquidity, and solvency—to uncover trends.

ORGANIZATIONS AND LEADERSHIP EXPERIENCE

Real Estate Club (Member), The University of Texas at Dallas

Aug 2024-Present

- Developed industry knowledge and networking skills through workshops and events.
- Collaborated on projects, demonstrating commitment to real estate and teamwork.

SKILLS & CERTIFICATIONS

Skills: Python, R, ARGUS, Financial Modelling, MS Excel, MS Word, MS PowerPoint, Bloomberg Market Concept, Financial Statement Analysis, Problem Solving, Interpersonal Skills, Public Speaking, Critical Thinking, Team player, Communication Skills.

Certification: Certified Management Accountant (CMA USA)

Languages: Fluent in English and German.

Komal Chakravarthula

945-283-6272 | chakravarthulakomal@gmail.com | <https://www.linkedin.com/in/komalch/>

EDUCATION

- The University of Texas at Dallas** – Dallas, Texas May 2025
Master of Science, Financial Mathematics GPA 3.62
- **Relevant Coursework:** Financial Modeling for Valuation, Accounting for Managers, Mathematical Methods in Finance, Derivatives, Analytics of Finance.
- Amity University** – Noida, India May 2022
Bachelor of Business Administration in Finance and Accounting GPA 3.6

PROFESSIONAL EXPERIENCE

- The University of Texas at Dallas** – Dallas, Texas Aug 2024 -Present
Graduate Teaching Assistant
- Educated 150+ graduate students in business and real estate courses: Financial Management, Real Estate Market Analysis and Investments, and Introduction to Real Estate.
 - Developed and delivered lectures on concepts, Net Income, DCF models, risk analysis, Economic Base Analysis, and Liquidity Coverage Ratio aligning with course objectives to enhance students' analytical skills.
- Berkadia (A Berkshire Hathaway and Jefferies Company)** – Hyderabad, India May 2022 – June 2023
Financial Analyst – Commercial Real Estate
- Performed in-depth analysis of financial statements and credit risk models for a \$20 million portfolio, reducing default rates by 15% through detailed sensitivity analysis and implementing early warning triggers.
 - Optimized financial tracking and reporting processes by reconciling outstanding funds and borrower payments, ensuring 100% SLA compliance.
- PSG Pharmaceutical** – Hyderabad, India Oct 2020 – April 2022
Finance and Accounting Co-Op
- Led a team of 10+ interns to prepare financial statements and forecast budgets, improving efficiency by 40%.
 - Created a dynamic financial forecasting model that projected revenue and expenses, resulting in a 150% increase in profit margins by optimizing cost allocation and pricing strategies.

LEADERSHIP AND AWARDS

- Herbert Weitzman Institute of Real Estate** Aug 2023 - Present
Vice President of Communications
- Led the university's largest student organization, driving a 120% increase in membership through strategic events and alumni engagement.
 - Organized events featuring industry professionals and conducted financial modeling workshops to enhance students' real estate knowledge and skill.
- Dean's Excellence Scholar - UTD**
CoreNet Global North Texas Scholar
Society of Industrial & Office Realtors Scholar
NASH Leadership Fellow

ACADEMIC PROJECT

- Quantitative Portfolio Optimization**
- Conducted in-depth stock return analysis and optimized portfolios, focusing on correlation, covariance, and risk management strategies to maximize the Sharpe ratio.
 - Utilized advanced data analysis techniques to determine optimal portfolio weights and assessed the relationship between selected stocks and market trends.

SKILLS

Skills: Advanced Excel (Pivot Tables, VBA, Macros), R, Bloomberg Terminal, Financial Modeling, ARGUS, CoStar.

Tommy Cherucheril

Frisco, Texas, 75035; (214) 783-1403; tcheru07@gmail.com
<https://www.linkedin.com/in/tommycherucheril/>

PROFESSIONAL SUMMARY

Motivated finance student with a strong background in investment banking and real estate. Incredible work ethic, very coachable, and high attention to detail. Skilled in financial modeling, real estate underwriting and acquisition, contract structuring and negotiation, and client interaction. Seeking an internship opportunity to gain hands-on finance experience whilst applying current skill set to make positive contributions to the team.

EDUCATION

The University of Texas at Dallas

December 2025

Bachelor of Science, Finance (Real Estate Finance Concentration)

GPA 3.4 (3.62 last 3 semesters)

Relevant Coursework: Investment Management, Financial Management, Financial Modeling, Real Estate Principals, Business Finance, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, IT for Business, etc.

PROFESSIONAL EXPERIENCE

The Vant Group, Dallas, TX

September 2024 – Present

Investment Banking Analyst Intern

- Assisted in financial modeling and analysis for mergers and acquisitions engagements
- Drafted and finalized supportive marketing materials for clients such as executive summaries, confidential information memorandums, etc.
- Assisted Managing Directors with ad hoc tasks related to their deals

Shaddock Homes, LTD, Plano, TX

May 2024 – August 2024

Land Acquisitions Summer Analyst

- Conducted detailed underwriting for two acquisitions valued over \$100MM by preparing forecasts, pro forma quarterly income and cash flow statements, and vertical construction pro forma models
- Produced comparative market analyses to evaluate market trends and property values by collecting data for over 1000 new home builds across DFW in order to develop pricing strategies
- Researched geographic trends, market conditions, and competitor pricing to create compelling data visualizations and presentations to propose land acquisition recommendations to upper management

Beam Real Estate, LLC, Flower Mound, TX

April 2023 – Present

Licensed Texas Realtor

- Closed or currently executing a total of over \$2 million in residential real estate transactions this year
- Guided home buyers and sellers through sales and purchases of properties, advising on market conditions, prices, mortgages, legal requirements, and related matters
- Coordinated property closings, overseeing the document signing and fund disbursement

ORGANIZATION EXPERIENCE

Real Estate Club at UTD, IREM Case Competition Team

September 2024 – Present

- Won 1st Place at the 2024 IREM Dallas Case Competition after being selected to represent the University of Texas at Dallas.
- Gained experience in real estate financial underwriting and pitching commercial real estate investments to judges

Beta Chi Theta National Fraternity, Inc., Social Chair

December 2022 – Present

- Negotiated contracts with venue owners to organize events
- Recruited new members and arranged recruitment events, increasing recruitment by 40% in 2023

ADDITIONAL INFORMATION

Skills: ARGUS Enterprise, Microsoft Suite, Tableau, SQL, Adobe Creative Cloud, NTRIS

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

Thomas Crawford

Richardson, TX 75080

crawfordthomasb@gmail.com | 816.328.1773 | www.linkedin.com/in/thomascrawfordb

EDUCATION

University of Texas at Dallas, Jindal School of Management - Cumulative GPA: 3.967

Richardson, Texas

Major: Bachelor of Science, Finance

Concentration: Real Estate

Expected Graduation: May 2027

Honors/Awards: Deans list (Fall 2023, Spring 2024), Summa Cum Laude (Spring 2022)

EXPERIENCE

Weitzman

Richardson, TX

Intern

Sep 2024 – Present

- Participate in an industry leading survey of commercial properties in the DFW area by visiting retailers and noting key information
- Set to exceed quota of surveying 25 retail properties by over 600%
- Demonstrate great attention to detail by finding abnormalities within the properties and generating leads for broker team

Zach Pruitt State Farm

Gun Barrel, TX

Risk Advisor

Feb 2023 – Mar 2024

- Performed extensive risk analysis to help clients understand and mitigate potential risks on investment properties allowing me to lead the agency in policies sold to income generating assets
- Exceeded sales goals consistently, issuing 110+ property and casualty policies monthly often leading the agency
- Led initiative to redesign presale process that increased transfer rate over 300% and whole office monthly premiums 17%
- Utilized Sales Force for detailed client and sales funnel management

DQ Tyler

Tyler, TX

Store Manager

Aug 2021 – Nov 2022

- Oversaw staff hiring, training, scheduling, and performance evaluations to maintain a skilled workforce
- Identified key community leaders to target large orders leading to a 1200% increase in purchases over \$200 placed and raising revenue significantly, resulting in the first year the stores revenue exceeded its target of \$1.2 million
- Consistently beat labor and food cost goal of 51% by 2-4% by utilizing waste management techniques

LEADERSHIP & PROFESSIONAL DEVELOPMENT

Real Estate Club

Richardson, TX

Alumni Affairs Officer

Aug 2024 – Present

- Create and host elaborate UTD alumni events to add value to both the organization and graduates, creating an extensive network of industry professionals for aspiring students to contact
- Work with a small team to efficiently run the largest student organization within the school of business at 1,000+ members
- Develop relationships with industry professionals to coordinate and host 25+ speaker events a semester

Financial Leadership Council

Richardson, TX

Member

May 2024 – Present

- Tasked with working closely with the dean of finance along with a small cohort of other student organization leaders to organize the B.S. Finance program and increase enrollment and participation within the degree plan
- Host a large variety of events to meet and satisfy the diverse needs of the student base, improving the college experience

Professional Program in Finance

Richardson, TX

Member

May 2024 – Present

- Work with small cohort to advance professional and technical skills to be marketed by UTD as the top finance students
- Achieved 2nd place out of 200 participants in a consulting case competition by creating a detailed solution and expansion plan with supporting financial models and industry insights to be presented to a panel of industry experts
- Maintain rigorous qualifications including professional licenses, advanced coursework, and detailed projects

ADDITIONAL

Skills: Excel, Word, PowerPoint, Argus, Salesforce, Chat GPT Prompt engineering, Midjourney, Bloomberg

Interests: Commercial real estate sales, real estate investment analysis, Fitness, 90's country music

Licenses: TDI: (General Line's Life and Health, General Lines Property and Casualty)

Certifications: UTD Argus Certification, Bloomberg: (BFF, BMC, ESG)

Keira Cruz

Rockwall, Texas, 75032 | 469-910-7946 | cruzkeira3@gmail.com | www.linkedin.com/in/keira-cruz

EDUCATION

The University of Texas at Dallas

B.S, Business Administration; Minor in Real Estate Investment Management

May 2027

GPA 3.18

ACADEMIC PROJECT EXPERIENCE

Portfolio, BCOM 1300

August 2023 – December 2023

- Constructed a 22-page report consisting of writing assignments, a visual section, and reflections on assignments that were submitted throughout the year.

Entrepreneurship Class

August 2021 – May 2023

- Developed a hypothetical business through strategic planning, creating a business plan and website.

EXPERIENCE

Rockwall Independent School District- Rockwall, Texas

July 2023 – Present

Instructional Assistant

- Monitored and assisted a group of 26 children, ensuring all safety guidelines were always met.
- Recognizing and quickly responding to emergencies promptly while effectively communicating with parents.

Keira's Nanny Service- Rockwall, Texas

June 2022 – August 2022

Nanny

- Established and arranged times, creating a structured schedule with parents
- Maintained a clean, safe, and organized home environment.

LEADERSHIP EXPERIENCE

Rockwall Heath Highschool Highsteppers, Line Dance Instructor

August 2022 – April 2023

- Oversaw middle school dancers and taught critical dance technique skills.
- Instructed dances for middle schoolers and arranged dance formations.

Rockwall Heath Highschool Highsteppers, Line Sergeant

August 2021 – April 2022

- Coordinated a line camp by building a brand-new schedule for new members and training dancers for varsity.
- Directed 20 group members by guiding them through personal knowledge on how to be a team member and leave a legacy.

VOLUNTEER EXPERIENCE

Our Lady of the Lake Catholic Church

August 2019 – Present

- Volunteered over 100 hours organizing and running church events.

Helping Hands

August 2020 – Present

- Donated food items and helped organize trucks to transport goods.

ORGANIZATIONS

Ferguson Fellow, Centers for Leadership Excellence

November 2024– Present

Real Estate Club, UT Dallas

August 2024– Present

Association of Latino Professionals for America, UT Dallas

August 2023– Present

Power Dancers, UT Dallas

August 2023– May 2024

ADDITIONAL INFORMATION

Certifications: American Heart Association CPR

Skills: UTD ARGUS Certificate, Microsoft PowerPoint, Microsoft Excel, Microsoft Word, and Google Drive

Languages: English and Spanish

Eligibility: US Citizen, Eligible to work in the US for internships and full-time with no restrictions (Born here or naturalized)

Dan Dolan, P.G.

972.454.0130 ; Thomas.Dolan@utdallas.edu

www.linkedin.com/in/DFWdandolan/ ; www.dandolan.fathomrealty.com

EDUCATION

- The University of Texas at Dallas | Active member in *The Real Estate Club at UTD*** **December 2025**
M.Sc. Geographic Information Systems ('24) | Remote Sensing ('25) | Geospatial Intelligence ('25) **GPA 3.9**
LiDAR Project Management Automation by uploading construction-site point-cloud into a GIS
1400 Firebird 7.5 acres Cost & Suitability Analysis for Urban Development Design
- The University of Arkansas | (SGE) Earth Science Honor Society, (AAPG) Student Chapter President** **December 202**
B.S. Earth Science ('12), B.S. Geology ('13), B.A. Geography ('13), M.S. Geology ('14) **GPA 3.8**

PROFESSIONAL PROFILE - CERTIFICATIONS, TECHNICAL & SOFTWARE SKILLS

Professional Geoscientist(P.G.15292), LPST Project Manger (#0000777), & Licensed Realtor (#757538)

ENVIRONMENTAL, CONSTRUCTION, COMMERCIAL REAL ESTATE BUSINESS EXPERIENCE

Professional Skills	National Association of Realtors, 40-Hr HAZWOPER, TBPG, TCEQ
Software Skills	ESRI – ArcGIS, ERDAS, QGIS, Quire, ProCore, Petrel, Petra, SMT Kingdom

APEX GEOS Investments, (Series-LLC.) | ROCKS & Real Estate **ROCKS Real Estate Services, PLLC.** | Richardson, TX

Professional Geoscientist, Project Manager, & Environmental Realtor Consultant in CRE **risk due diligence**

- **May 2020-Present**
- *1Financing Experience for FHA, conventional, HELOC, DSCR, & Ground-Up Construction
- h flow-line 'Chou' 'you' 'ou'
- # ed with CRE developers on land use feasibility study risk assessments, facilitating projects >\$10 MM
- *3Directed Environmental compliance regarding landfills, water wells, storm water (SWPPP)
- *3Conducted soil & water testing, ensuring compliance for commercial & industrial projects
- *3Specialized in managing ESA Phase I/II, Property Condition Assessment (PCA) for minimized capital risk
- *3Project Manager subsurface consultation on environmental remediation for Affected Property Assesment (APAR)

Home Elevator of Texas, Farmers Branch, TX | DFW Sales, Office, and Project Manager

Residential & Commercial projects for everything elevating in North Texas **February 2022 - June 2023**

- Elevator-aid to architects, builders, and contractors for project completion
- Managed Sales, Project Management, Scheduling, and Installation to Service
- Increased sales by 43% in 1st year and built Project-Management Skill-set
- Data mapping of industry to target the best customer base using tapestry segmentation thus increasing ROI

Denbury Resources Inc. | Plano, TX | Business Unit CCS Development Operations Geologist **January 2015- July 2020**

- Led geospatial mapping for critical decision-making considerations in real estate development.
- Supervised economic lease analysis aligning with property valuation and investment analysis for CRE.
- Recommended lease expiration & development strategy for negotiating property deals maximizing profitability.
- Resolved operational issues using technical data, akin to asset management challenges & land use optimization.

PROFESSIONAL CERTIFICATIONS

(NAR) National Association of Relators **March 2021**

- Licensed Realtor# 0757538

Champions School of Real Estate, LTD

- Real Estate Marketing, Real Estate Investment, Real Estate Brokerage **March 2023**

Reign Elizabeth

571-486-9241

reignelizabethpro@gmail.com

<https://www.linkedin.com/in/reign-elizabeth/>

EDUCATION EXPERIENCE

The University of Texas at Dallas

Bachelor of Science Information Technology and Systems

Master of Business Administration (Real Estate Concentration)

May 2024

May 2025

SKILLS:

Costar, Argus, Lease Administration, Data Management, Data Analysis, Tableau, Lucid Chart, think-cell, SQL, MS Office tools – Visio, Excel, Word, PowerPoint, Outlook, Adobe Premiere, Rudimentary Java, Rudimentary Python, AWS Cloud, Odoo, Jira, Pivot-tables, BPM.

ORGANIZATIONS:

UTD Real Estate Club, UTD Women in STEM Club, Women in CRE, CREW, Black in AI.

CERTIFICATIONS & LICENSES:

Licensed Real Estate Agent, Texas

Excel Financial Modeling Certificate

PROFESSIONAL EXPERIENCE:

Bentley Fine Properties — Dallas, TX

January 2024 — Present

Real Estate Agent

- Cultivated strong relationships with commercial tenants and property owners, acting as the primary contact for lease agreements and ensuring properties were maintained to high standards.
- Provided administrative support for property listings, utilizing property management software to track leasing details, manage tenant inquiries, and facilitate smooth transitions.
- Assisted with financial tasks, including rent collections and lease renewals, to maximize property value and maintain high tenant satisfaction.
- Ensured compliance with leasing processes and local regulations, creating a differentiated property management experience for clients and tenants.
- Average selling price of homes handled in DFW: \$550,000 to \$750,000.

JWM Ventures — Dallas, TX

June 2022 — Present

Associate

- Collaborated with cross-functional teams, such as attorneys, appraisers, and property managers, to facilitate the smooth execution of real estate transactions from initial contract negotiation to closing, ensuring all aspects of the deal were accurately managed.
- Maintained accurate and organized client databases, ensuring up-to-date contact information and property details, facilitating streamlined communication and effective client management.
- Served as the buyer's agent for 5 commercial real estate deals.
- Acted as a primary point of contact for clients, promptly responding to inquiries, providing information, and addressing concerns, resulting in improved client satisfaction and strengthened relationships.

Lions Gate Medical — Dallas, TX

December 2019 — January 2021

Transaction Analyst Intern

- Acted as a liaison between healthcare property tenants and property staff, ensuring property upkeep and promptly addressing tenant concerns to foster a positive environment.
- Conducted proactive cold-calling efforts to identify and establish connections with potential clients, resulting in a substantial increase in lead generation and business opportunities.
- Maintained and updated databases of real estate transactions, market comparables, and property information, enabling efficient data retrieval and informed decision-making.
- Collaborated with clients to understand their real estate needs and preferences using CoStar, providing tailored property recommendations.
- Collaborated with senior real estate professionals to gain valuable insights and mentorship in the field.
- Developed and executed comprehensive social media marketing campaigns, effectively leveraging platforms such as Facebook, Twitter, Instagram, and LinkedIn to expand brand awareness, engage with target audiences, and drive website traffic.

Best Buy — Plano, TX

June 2017 – May 2019

Customer Service Specialist and Trainer

- Delivered exceptional customer service by building strong client relationships, addressing their needs, and ensuring a positive retail environment.
- Coordinated with cross-functional teams to resolve service issues and maintain a clean, functional, and inviting space for customers and team members.
- Trained new hires on customer service best practices, emphasizing organizational skills and time management to enhance overall team performance.

Victoria Valentina Fuenmayor

Garland, Texas, 75044; 832-790-4817; Victoria.fuenmayor@utdallas.edu

<https://www.linkedin.com/in/victoriafuenmayor/>

EDUCATION

The University of Texas at Dallas

Bachelor of Science, Global Business and Real Estate Investment Management

May 2026

GPA 3.3

CERTIFICATIONS

UTD Argus Workshop

November 2024

Excel Financial Modeling

April 2024

Learning Excel 2019

October 2022

Learning Word 2021

September 2022

ACADEMIC PROJECT EXPERIENCE

CBRE Sales Job Simulation on Forage

October 2024

- Completed a simulation focused on commercial leasing with CBRE
- Reviewed and analyzed a rent roll
- Developed the location narrative for an offering memorandum

PROFESSIONAL EXPERIENCE

Regal Realtors LLC, Dallas & Houston, Texas

June 2024 – Present

Real Estate Agent

- Formulated a cash flow statement using Microsoft Excel for an investor client, resulting in a successful condo purchase that projected a desired ROI through effective leasing strategies
- Assessed a comprehensive market analysis using CMAs, strategically marketed the property, and negotiated to secure an offer matching the seller's asking price within 15 days of listing

JF Remodeling & Construction Inc, Houston, Texas

May 2023 – Present

Real Estate Acquisition and Development Specialist

- Identified and secured four prime locations for the developer's residential subdivision project
- Acquired city and county permits for parcels requiring specific services and new construction project permissions

eXp Realty LLC, Dallas & Houston, Texas

February 2023 – June 2024

Real Estate Agent

- Closed as buyer's agent, listing agent, and tenant's agent, resulting in a robust understanding of each different transaction and \$1M+ in sales production within the first year
- Overcame challenging negotiations to provide clients with an affordable mortgage payment, a \$30k sales price reduction, and a 1.5% buydown credit for the buyers

VOLUNTEER EXPERIENCE

Sustainability as a Solution to Global Challenges, Richardson, TX, Conference Organizer

April 2022 – March 2022

- Proposed Instagram ads and a pop-up stand on campus to promote the event, resulting in a higher number of student registrations for the event and the management and sustainability school organization

ORGANIZATIONS

Real Estate Club Officer, UT Dallas - Content Creator

May 2024 – Present

ALPHA, UT Dallas

October 2024 – Present

Cru, UT Dallas

August 2023 – Present

ADDITIONAL INFORMATION

Skills: Tableau, Power BI, MS Office, CRM, Cold Calls, Sales, Oracle Live SQL, and Digital Marketing

Languages: Fluent Spanish

Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions

BHAVYA A. JAISWAL

Carrollton, TX; 945.216.6336 baj230003@utdallas.edu

<https://www.linkedin.com/in/bhavya-jaiswal-aa083a265/>

EDUCATION

The University of Texas at Dallas

August 2024

B.S., Neuroscience;

EXPERIENCE

- Non-traditional student that is on a pre-med track but is interested in building experience in real estate investing, marketing, and bioentrepreneurship.

LEADERSHIP EXPERIENCE

The Thirst Project - Charity Walk for Clean Water

July 2022

- *7 hrs per week/6 weeks*
- Self-organized, in partnership with The Thirst Project (non-profit water charity org. founded by Legacy Youth Leadership), raised \$300+ for clean water while walking 2+ miles.
- Acquired 10+ sponsors from companies in local community such as The Giving Garden and ISKCON Dallas

LISD Career Center East - Student Ambassador

Jan 2023 - May 2023

- *7 hrs per week/15 weeks*
- Served as an ambassador that guided prospective students around campus and informed them about the various programs offered at the career center.
- Answered questions and engaged students in thinking about their future careers and classes to take.

ISKCON Dallas - AV Team, Head Photographer

Aug 2019 - Jan 2021

- *8 hrs per week/36 weeks*
- Joined the temple's AV team as their head photographer, taking photos and coordinating temple events, social media platforms, communication
 - Photos published into the temple newspaper and articles, designed advertisement flyers

ORGANIZATIONS

Alpha Epsilon Delta, UT Dallas

August 2024 – Present

Molding Doctors, UT Dallas

August 2024 – Present

ADDITIONAL INFORMATION

Technical: MS Office, Adobe systems

Languages: English, Hindi, Spanish, Gujarati

Eligibility: (USPR) Eligible to work in the U.S. with no restrictions

AARIZ RAZA KHAN

Northlake, TX, 76226; (469) 922-8787; ark230004@utdallas.edu; www.linkedin.com/in/aariz-raza-khan

EDUCATION

The University of Texas at Dallas - Dallas, TX, USA <i>Master of Science, Finance (Real Estate Track)</i>	Jan 2024 – Dec 2025 GPA 3.7/4
University of Management and Technology - Lahore, Pakistan <i>Bachelor of Science, Economics</i> Dean's Excellence Scholarship	Oct 2016 – Oct 2021 CGPA 3.8/4
Study Abroad: Semester Exchange Program, NEIU - Chicago, USA	Jan 2019 – Jun 2019
Study Abroad: Summer Program, LSE-PKU - Beijing, China	Jul 2018 – Aug 2018

CERTIFICATION AND TECHNICAL SKILLS

Certification: CFA Level 1 Passed, Bloomberg Market Concepts (BMC), LSEG, FactSet

Finance and Statistics: Financial Modelling, Valuations, Research, Investment Analysis, Report Preparation, Technical Analysis, Fundamental analysis, Financial Management, Presentation, Accounting, Real Estate Appraisal

Software and Database: Argus Enterprise (Anticipated), Advance Expertise in Microsoft Office, Bloomberg Terminal, S&P Capital IQ, SPSS, Power BI, R, LSEG Workspace, FactSet

WORK EXPERIENCE

IGI Finex Securities Limited - Karachi, Pakistan Jan 2022 – Sep 2023
Equity Research Analyst

- Generated investment reports that increased the research department output by 30% by expanding the investment research coverage to the banking and cement sectors, as well as the broader economy
- Built and updated financial models, increasing the companies under coverage by 20%
- Communicated daily morning news briefings and monthly market presentations on Zoom to the investors and management team and helped increase their attendance rate by 40%
- Established strong customer relationships and provided guidance for informed investment decisions

Askari Bank Limited - Karachi, Pakistan Sep 2021 – Dec 2021
Investment Banking Intern

- Assisted in Underwriting the Commercial Real Estate, Cements, and Steel sectors, supporting the team members to accelerate syndicated loan approvals by 30% through assisting in listing, origination, structuring, and concluding debt instruments
- Conducted due diligence and analyzed financial statements and models to verify and analyze credit applications, assisting the bank in achieving a monthly target of \$350 million worth of debt instrument portfolio
- Maintained relationships with institutional partners and corporate clients in syndicated transactions

Foundation Securities - Karachi, Pakistan Aug 2017 – Sep 2017
Equity Research Analyst Intern

- Assisted analysts in proofreading the investment reports for errors and suggestions and helped the department to increase its productivity by 15%
- Managed the preliminary work of analysts by extracting and communicating key financial data, resulting in a 20% increase in reports generation

ADDITIONAL INFORMATION

Accomplishments: *Symposium Presentation on United States Economic Outlook in Chicago:* outstanding research award (NEIU, Chicago, USA, 2019). *National Scrabble Championship* (2nd Runner Up, F Category, PSA, Karachi, Pakistan)

Extracurricular: Student Assistant at Finance Lab (JSOM, UTD, Dallas, USA), Active Real Estate Club Member 2024-2025 (UTD, Dallas, USA), Report Writing at All Pakistan Business Forum 2017 (Volunteer Service, APBF, Lahore, Pakistan), Ignite 2015 (Marketing Manager, FPS, Karachi, Pakistan)

Projects and Thesis: Equity Research and Valuation Project on Netflix (UTD, 2024), Financial Analysis on Big 4 U.S Oil Refining Companies (UTD, 2024), Pakistan Economy, Determinants and Asymmetric Effects (Thesis, UMT, 2022), Investment Research on Telecommunication Companies in the USA (Verizon, AT&T, and Sprint), Energy Stress on Balance of Payments (UMT, 2018)

Languages: English (fluent), Urdu (fluent), Hindi conversational (fluent), Spanish (Basic), Chinese-Mandarin (Basic)

Eligibility: Eligible to work in the US for internships and full-time positions without sponsorship

Sharon Lee

(469) 664-8677 / yoonjeansharon@gmail.com / Euless, TX

Education

Bachelor of Science, The University of Texas at Dallas
Major: Finance with Real Estate Concentration | Top 10% Scholarship

December 2025 | Richardson, TX

Skills & Certificates

Certifications: Texas Real Estate License, CCIM (in progress), Registered REALTOR®,

Tools: Microsoft Office, Google Workspace, Salesforce, Jira, Confluence, Capcut

Relevant Courses: Accounting, Supply Chain Management, Business Finance, Investment Management, Financial Modeling, Intermediate Financial Management

Languages: Argus, Excel, Tableau, SQL

Work Experience

Dispositions Manager, RFP Homes

June 2024 – Present | Irving, TX

- Conducted detailed financial analysis on property portfolios, **identifying undervalued assets and securing \$60,000 in revenue** within one month by closing 3 key property deals, resulting in a 25% increase in investor ROI across DFW.
- Generated 100+ inquiries monthly through a highly targeted outreach strategy, integrating data-driven cold calling, precision marketing campaigns, and personalized client follow-ups, converting over 30 high-quality property leads into successful deals.
- **Designed and implemented a data-driven pricing model** that optimized deal structuring, resulting in a 40% increase in deal closure rates and a 50% reduction in negotiation times.
- **Optimized property marketing strategies leveraging Salesforce, social media platforms, and market analytics**, leading to a 35% increase in property visibility and a 40% reduction in time to close deals.

Broker's Assistant, SVN Commercial Real Estate Advisors

May 2023 – December 2023 | Dallas, TX

- Accelerated deal flow by researching 100+ CVS, Walgreens, and 7-Eleven properties, **cutting data gathering time by 50% and supporting \$15M+ in commercial acquisitions**.
- Boosted team efficiency by developing detailed property reports and marketing materials, reducing workload by 35% and improving productivity by 40%.
- Converted leads into deals by managing inquiries and follow-ups, resulting in the successful acquisition of high-value properties, including **\$3M in commercial deals in Maryland, Oregon, and Texas**.

Waitress, PhoV Noodle House & Sushi

January 2021 – May 2023 | Bedford, TX

- Managed high volume by serving 50+ tables per shift, increasing table turnover rate by 20% and enhancing customer satisfaction with a 95% positive feedback rate.
- Boosted sales by analyzing sales data and promoting high-margin dishes, resulting in a 15% increase in overall restaurant revenue.

Projects

Real Estate Investment Evaluation Tool

- Created an advanced Excel-based tool that accurately estimated property values and calculated ROI, increasing investment analysis efficiency by 50% and leading to the identification of 10 high-potential properties worth over \$2 million.
- **Conducted in-depth analysis of 75+ properties using Comparative Market Analysis (CMA)**, enhancing decision-making accuracy by 60% and reducing evaluation time by 45%.

Corporate Valuation & Investment Strategy Analysis

- Conducted a detailed valuation of a Fortune 500 company, analyzing 3 years of financial statements and market data. Estimated an intrinsic value 18% above the current market price, identifying undervalued assets potentially worth \$300 million.
- Developed and tested an investment strategy based on financial market trends, achieving a simulated 10% increase in portfolio returns over a three-month period, demonstrating effective strategic planning with a hypothetical portfolio of \$100,000.

Jack LeGare

(469)-343-7290 | jacklegare0725@gmail.com

EDUCATION

The University of Texas at Dallas

Bachelor of Science in Finance, Real Estate Concentration
Naveen Jindal School of Management

Dallas, Texas

August 2024 - May 2026

Relevant Courses: Financial Accounting, Managerial Accounting, Quantitative Business Analysis, Business Communications, Information Technology Systems

Career Goals: To establish a successful career in the real estate industry with a primary focus on asset management and acquisitions.

PROFESSIONAL EXPERIENCE

Loss Run Pro

Customer Success Manager / Sales Intern

Missoula, Montana

April 2022- August 2024

- Created detailed sales reports containing key performance indicators including the number of leads converted, number of users added, ratio of new to existing accounts, and sales trends.
- Delivered personalized customer support to individual users to help them implement the loss run pro software platform to fit their business workflows through various communication channels.
- Maintained strong customer relationships and contributed to a 96% companywide customer retention rate.
- Assisted lead management through the loss run pro sales pipeline using Excel and Salesforce to log key prospecting metrics including contact information, date of last contact, follow up dates, and lead status.

Send Eats LLC

Inventory Manager

Plano, Texas

December 2021- March 2022

- Maintained thorough inventory records to provide order fulfillment in an accurate and timely manner.
- Conducted regular inventory audits to identify discrepancies between receiving records and inventory records and account for damaged or missing products delivered from vendors.
- Developed comprehensive inventory reports for lead-time, restock, and order quantity.

Chick-Fil-A

Team Member / Team Lead

Murphy, Texas

October 2019- August 2021

- Collaborated with team members to achieve a store record sales figure of over \$8,000 in one day during employment.
- Supervised drive-through and dine-in order fulfillment operations to maximize efficiency and accuracy by managing employee positioning and efficient communication.
- Cross-trained to manage inventory re-stock and break schedule to maximize the productivity of the restaurant and ensure timely delivery of food supplies.

LEADERSHIP & INVOLVEMENT

The University of Texas at Dallas - Real Estate Club

Member

Dallas, Texas

August 2024 – Present

- Learning about the real estate industry from experiences of professionals within the industry.
- Practicing effective communication and presentation techniques with industry professionals and peers.

SKILLS, CERTIFICATIONS, & INTERESTS

Certifications:

- Microsoft Excel (Office 2019) – In Progress
- Break into CRE Modeling Bootcamp

Skills:

- Ship Station
- Salesforce
- ARGUS
- Microsoft Excel
- Microsoft Word
- Microsoft PowerPoint

Sai Charan Palvai

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EDUCATION

Master of Science, Computer Science	May 2026
The University of Texas at Dallas, Texas, United States	
Bachelor of Engineering, Electronics and Communication Engineering	June 2022
Vasavi College of Engineering, Telangana, India	

TECHNICAL SKILLS

Programming Languages, and Skills: C/C++, Java, DSA, Python, Java Script, Pega PRPC, HTML, CSS, OOPS, SDLC, RDBMS
Databases, and OS: Pega 8.x, Pega Infinity 23, NoSQL, MongoDB, MYSQL, TensorFlow, Windows, Linux
Tools: Jira, Azure Devops, Postman, PowerPoint, Adobe, InDesign, Photoshop, Word, Excel
Certifications: Pega Certified System Architect, Pega Certified Senior System Architect, CCNA1, CCNA2

WORK EXPERIENCE

Pegasystems, INDIA **August 2022 – August 2024**

System Architect

- Designed a Pega-based Client maintenance application for OCBC Bank and WaterNSW, reducing clicks and enhancing user experience to streamline onboarding.
- Integrated Pega applications with external systems using Connect REST APIs, ensuring seamless data flow.
- Trained on Pega Customer Decision Hub for future projects involving real-time decisioning.
- Spearheaded the delivery of tailored solutions for clients in Malaysia and Singapore, driving the successful release of two high-impact projects within a year.
- Led a team in developing the CLSA App Tracker, an end-to-end application using Constellation, empowering over 2,000 Pegasystems employees to monitor and assess their skillset progression, while providing personalized recommendations for their next steps.
- Volunteered to mentor two interns during their 4-month internship, guiding them in building an end-to-end application and accelerating their integration into the team by a month ahead of schedule.

Pegasystems, INDIA

April 2022 – August 2022

Intern

- Developed an application using Pega Designer Studio for a network provider, enabling thousands of customers to seamlessly register with enhanced security through a 2-step verification process.
- Created comprehensive reports from customer-provided data, extracting critical business insights that drove a 20% increase in operational effectiveness.

ACADEMIC PROJECTS

Client Onboarding and Maintenance Banking Application | Pega Infinity 23, Java, XML **August 2022 – January 2024**

- Extended client onboarding application to Malaysia, ensuring seamless integration with systems in Singapore.
- Implemented the Front Office Account Services Tool on the Pega platform for the Bank of Singapore, replacing Excel-based customer data maintenance tools, contributing to an improved response time for customer requests by 40%.
- Configured APIs using integration connectors to validate customer identities against backend databases.

A Deep CNN Model for Glaucoma Detection in Retina Tomography | Python, NumPy, TensorFlow **January 2022 – May 2022**

- Performed a comparative analysis of MobileNet, Inception V3, and a proposed model for glaucoma disease detection, assessing performance metrics such as accuracy and training time, and identifying the most efficient approach based on the results.

Leveraging Deep Learning and Radiography for Diagnosis of COVID-19 | Python, TensorFlow **January 2021 - May 2021**

- Implemented a CNN model-VGG16 with transfer learning to differentiate four classes of lung diseases, achieving a 98% accuracy with a focus on Covid-19 detection.
- Published the research paper in Solid State Technology (Volume 64, issue 2).

VOLUNTEER EXPERIENCE

Corporate Social Response: Co-Lead **January 2024 – August 2024**

- Coordinated community events, including distributing supplies to over 500 students at orphanages and leading lake cleaning initiatives, boosting engagement and participation by 50% while enhancing environmental sustainability.

Jacob Phillips

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linkedin.com/in/jacob-phillips-878152216

EDUCATION

University of Texas - Dallas

MBA, Concentration in Real Estate

GPA: 3.67

Current – May 2025

Texas A&M University

B.S., Animal Science

GPA: 3.69

Honors, Cum Laude

September 2019 - December 2022

Alvin Community College

Associate of Arts

GPA: 3.59

Cum Laude

May 2019

PERSONAL ACHIEVEMENTS

- Eagle Scout
- Black Belt in Karate
- Aggie

BUSINESS EXPERIENCE

Inertia Properties LLC

Investment Partner/Remodel Manager

Houston, Texas

January 2020 - Present

- Deal discovery, investment analysis, scopes of work, contractor communication, and exit strategy planning
- Long-term rental management and continued improvement for short-term rental
- Independently designed Aggie Fan Cave Airbnb in College Station resulting in 100% increase in revenue

Lifestyles Unlimited Inc.

Member Service Representative, Member

Irving, Texas

March 2023 – July 2023

- Generated attendance for local and national seminars, expos, and field trips through telecommunication
- Set up for events, supported streaming events, and assisted attendees with issues, questions, and purchases
- Ensured a positive, helpful face of the company was always conveyed which improved our brand image
- Continued education on residential and commercial real estate investment
- Earned accreditation as a Sophisticated Investor

Galveston Sea Ventures

Deckhand/First Mate

Galveston, Texas

Summers of 2017-2019

- Operated commercial and private charter fishing trips
- Stocked boat before sunrise, greeted customers, baited hooks, landed fish, cleaned fish, and cleaned the boat
- Prided myself on having a spotless boat every day and the experience to catch help catch anything that swims

SKILLS

Strong Understanding of Integrity, Positive Attitude, Optimism, Analytical, Honesty, Ethical Dedication to Task Completion, Feedback Adaptation, Telecommunication, Leadership, Capable in Excel, Microsoft Office, Market and Financial Analysis, Strategic Decision Making

Kiana Razdar

kianarazdar@gmail.com | 469.471.4292 | www.linkedin.com/in/kianarazdar

EDUCATION

The University of Texas at Dallas

B.S. in Finance (Received associate degree with HS diploma)

Richardson, Texas
Expected December 2025

- **GPA:** 3.97 / 4.0
- **Honors:** Phi Kappa Phi Honor Society, Dean's List (4x)
- **Scholarship:** Valedictorian Academic Excellence Scholarship (Full tuition)
- **Relevant Coursework:** Business Finance, Accounting, Neuroscience, Abnormal Psychology

EXPERIENCE

Altair Global

Global Financial Services Summer Intern

Frisco, Texas
June 2024- August 2024

- Analyzed financial data and trends to support the team in improving billing processes and reducing outstanding receivables
- **Nearly 300 internal audits conducted to identify financial integrity defects**
 - Detected open accounts receivable, unbilled transactions, and out balance ledgers for accurate client billing
 - Produced detailed reports that effectively communicated audit findings and recommendations to stakeholders
- **Internship Project- Pitch to Leadership for company improvement**
 - Collaborated on a group internship project to analyze generational differences in the workplace, presented our findings and actionable recommendations to the leadership team, including the CEO, CFO, and COO
 - Gathered data from 121 respondents by designing and conducting a company-wide survey
 - Conducted interviews with team members across four generations to identify organizational gaps and provide feedback for solutions

Heal 360 Primary and Urgent Care

Medical Assistant

Dallas, Texas
May 2022- May 2023

- Achieved a 50% reduction in patient wait times by implementing an online check-in system
 - Enhanced operational efficiency and minimized complaints
- Developed detailed financial models of insurance claims to enhance the analysis of patients billing process
- Updated information for over 800 patient accounts in the EMR database
- Established a new Inventory management system to decrease expenses

LEADERSHIP & PROFESSIONAL DEVELOPMENT

The Real Estate Club

Member

Richardson, Texas
August 2024 – Present

- First Place: Institute of Real Estate Management (IREM) Case competition

Molding Doctors

Fundraising Chair

Richardson, Texas
October 2022 – May 2023

- Contributed to a 16-person committee focused on raising funds for partnered philanthropic initiatives
- Raised \$18,000 by directing the organization of six fundraising events with over 120 participants

Iranian Student Community

Treasurer

Richardson, Texas
September 2022 – May 2023

- Initiated a tracking system to record expenses and revenues for each event for budgeting
- Managed bank account to ensure proper usage of the organization's funds

ADDITIONAL INFORMATION

Skills: Microsoft Office Suite, Experience with SQL and Tableau

Languages: Proficient in Persian

Interests: Investing (cryptocurrency & ETFs), Self-development, Traveling (Iran, Turkey, Mexico, Spain, France), Volunteering (ESL volunteer teacher for 3 years)

NIRAV ROHRA

469-428-3936 | niravrohrawork@gmail.com | Dallas, TX | www.linkedin.com/in/nirav-rohra

EDUCATION

The University of Texas at Dallas, Dallas, TX

08/2023 - 12/2026

- Bachelor of Science in Computer Science, with a Certification in Cyber-Defense
- Scholarships: **Academic Excellence Scholar**

SKILLS

- **Technical:** Penetration Testing (OWASP Standards), Kali Linux, Bash, Shell Vulnerability Assessment, Network Security, Java (OOP), C++, HTML/CSS, Graphic Design, Machine Learning, SQL, Python, Microsoft Products, Mainframe, AWS
- **Frameworks:** Cybersecurity Risk Assessment, Threat Mitigation, Digital Forensics, Network Intrusion Detection and Prevention, Product Lifecycle Management, Predictive Data Analytics, Team Dynamix, Bot Development, Jira, Kanban, Agile Scrum
- **Certifications:** Oracle Certified Associate Java SE 8, Oracle University 06/2022

RELEVANT WORK EXPERIENCE

Office of Information And Technology Labs Assistant, University of Texas At Dallas

08/2024-Present

- Serve over 30,000 students and faculty by efficiently resolving IT issues (e.g., disk partitioning for virtualization, driver issues, brute-force password resets using unique tokens) and addressing security incidents (e.g., SSH server problems) across university.
- Ensuring 99.1% uptime for servers and computer labs by providing secure access, keeping all software patched and updated.
- Administering UTD's proprietary software: ticketing system (Atlas-Jira), print software (Pharos), and database system (Sailpoint).

Programming Intern, Royal Technosoft Pvt Ltd

11/2019 - 07/2021

- Taught programming concepts to over 500 college freshmen as a high school sophomore, creating engaging projects like a graphic game in C++ and a dinosaur-themed game on Microsoft HoloLens using Unity3D.
- Featured in local media, including the Ahmedabad Mirror (readership of over 5 million) and VTV Gujarati news (viewership of over 3 million), as the youngest professor in my city, highlighting my contributions to tech education.
- Designed and managed the entire curriculum, including lesson planning, scheduling, assessments, and presentations, utilizing tools such as Microsoft 365 (all applications), Google Suite, Cengage, Zoom, and Canva to ensure a comprehensive learning experience.
- Expanded the program to a virtual format during the pandemic, reaching over 800 international students from countries including the UK, USA, Taiwan, and UAE, fostering a global learning community.

Web Designer and Deployment (Contract Based), Dallas TX

11/2019 - Present

- fth24x7.com - Developed a telecom website with user-centered design, implementing data-driven UX improvements like dynamic content tailored to browsing patterns, A/B testing for optimal navigation styles, and progressive disclosure to streamline navigation and emphasize key features. Net **23.5%** improvement in user retention.
- tranquilflow.org - Built a yoga platform leveraging Convolutional Neural Networks (CNNs) for injury detection through image analysis (which also leverages Gemini - Google), K-means clustering to categorize user types based on preferences, and Collaborative Filtering for personalized class recommendations, boosting accessibility and user engagement by **17%**.
- aiaautd.org - Developed an education website (over 400 active members). Implemented features: progressive disclosure, dynamic content to highlight key events and resources, which increased member engagement and ease of access to study materials for users.
- **HRCR Lamination LLP** - Currently developing a secure, contract-based website for a metal manufacturing company, prioritizing intuitive design, user-centered interfaces, and robust data protection. (The company's goal is to have high SEO ranking)

PROJECT EXPERIENCE (Cybersecurity and Artificial Intelligence)

11/2019-Present

- **Conducted Penetration Testing on Hindenburg Research:** Performed a thorough penetration test on HindenburgResearch.com and identified security vulnerabilities within the admin portal. Reported findings to Nathan Anderson, Founder of Hindenburg Research, contributing to enhanced platform security.
- **National Security Agency - Codebreaker Challenge, Part 3 (Ongoing):** Engaging in advanced cybersecurity problem-solving, including cryptography, reverse engineering, and network forensics (The tasks are usually encoded in a binary hex object file)
- **Fake Audio Detection:** Created a ML model, trained on ResNet architecture, which detects deep fake audio with **96.8%** accuracy
- Program Analyst at NASA L/SPACE - Estimated and minimized costs for a \$420 million lunar landing hypothesis, leveraging data visualization with Tableau. Simulated visuals based on insights extracted from research papers through a machine learning model.

ADMINISTRATIVE WORK EXPERIENCE

President, Community Council, The University of Texas At Dallas

09/2024 - Present

- Manage a budget and **grants of \$150,000**, lead council meetings to support campus-wide programs and events.
- Preside over the Executive Board, guiding strategic initiatives and data driven decisions for a community of over **4,500 students**.
- Delegate responsibilities and projects to executive members, ensuring efficient task completion and accountability.

Facility Management Student Assistant, The University of Texas At Dallas

03/2024 - 08/2024

- Assisted in administrative tasks to ensure compliance with facility management protocols.
- Coordinated and managed facility operations with a focus on maintaining secure access and safety standards.

EXTRA CERTIFICATIONS

Yoga Alliance USA Certified Yoga Instructor (**April 2023**), Excel Financial Modeling (**April 2024**), Network+ (**In Progress**)

DAVID SALAZAR

| 817.524.9113 | David.Salazar@UTDallas.edu | Southlake, TX | linkedin.com/in/davidsal | U.S Citizen |

EDUCATION

The University of Texas at Dallas

B.S. in Finance & Investment

Richardson, TX

Expected May 2026

UTD Men's Golf Team

August 2022 – Present

- Foster a positive team environment by emphasizing, through example, the importance of teamwork and cohesion to excel both on and off the course

ACADEMIC PROJECTS

Entrepreneurship Business Model

Fall 2024

- Product: Recycling fiber-reinforced composites from wind turbine blades by shredding them down into a fine material that could be used as an aggregate for 3D printing in many industries
- Gaining key entrepreneurial experience by developing an idea into a business with my team through the process of pitching the idea, creating executive summaries, creating an MVP, developing business models, and an investor presentation

EXTRACURRICULARS

Bloomberg Global Trading Challenge Participant

Fall 2024

- Investing \$1 million virtual U.S. dollars, using the Bloomberg Terminal on the WLS Index to define market assumptions, develop the most optimal return-generating strategy, and execute trades within a closed network
- Generated over \$60,000 in realized P&L by executing 100+ trades, positioning our team in the top 10% of global competitors halfway through the competition as of November 2024

Project Destined

Fall 2024

Northmarq Capital Markets Bridge Program

- Attend interactive speaker series sessions with Northmarq sector leaders, gaining insights into industry-leading practices while collaborating with fellow program team members to complete skill-building workshops
- Complete weekly asynchronous CRE investments and underwriting courses to further strengthen my foundation

CRE Fundamentals Program

September 2024

- Conducted market research by analyzing data such as property values, demographics, supply and demand, economic indicators and market trends to identify investment decisions
- Explore key financial metrics and property analysis by analyzing offering memorandums and their key components including property overview, rent roll, and the income statement

EXPERIENCE

Blessed Craft Collection LLC

Grapevine, TX

Founder and Owner

Est. Sep 2024

- Transformed passion for collecting golf ball markers into a direct-to-consumer ecommerce business
- Operate all facets of online retail business independently, such as product sourcing, website management, branding, marketing, shipping logistics, and customer service
- Projected sales to exceed \$2,000 by year-end within the first two months of operations; planning expansion into DFW country club pro shops in early 2025 through licensing agreements

Tour Proven Golf

Colleyville, TX

Store Manager & Club Technician

May 2024 – August 2024

- Analyzed customer data by utilizing Trackman technology in order to meet unique customer specifications. Data then is used to guide customers through customization process to optimize their specific golf needs
- Trusted to independently operate the facility, ensuring business profitability in the absence of management
- Cultivated positive relationships with customers through attentive service, yielding increased customer loyalty

ADDITIONAL

Interests: Finance, Commercial Real Estate, Entrepreneurship, Rubiks Cube Solving, Piano, Competitive Golf

Relevant Coursework: Real Estate Club, ALPFA, Business Finance, Financial Accounting, Managerial Accounting

Certificates: Bloomberg Finance Fundamentals, Project Destined CRE Fundamentals, Recalc Finance Fundamentals

Sophia Soto

Allen, TX; 562.896.5699; sophiasoto4275@gmail.com

www.linkedin.com/in/sophiasoto47

EDUCATION

The University of Texas at Dallas

B.S., Marketing; Minor in Psychology
Davidson Management Honors Program

May 2026

GPA 3.8

WORK EXPERIENCE

TMG Inc - Addison, Texas

March 2024 - July 2024

Spectrum Sales Representative

- Generated \$1700 in sales in one day, consistently doubling the weekly revenue target of \$800 via Salesforce leads
- Facilitated team growth by training 5 employees in product knowledge and sales procedures via evaluations
- Fostered 40+ strong customer relationships through attentive service and personalized communication strategies

Ellen's Restaurant & Bar - Allen, Texas

June 2023 - December 2023

Waitress

- Implemented solid communication skills by welcoming and engaging patrons, earning dozens of repeat guests
- Demonstrated proficient multitasking skills in a fast-paced environment by managing 8 tables simultaneously
- Increased customer satisfaction by mentoring 10+ trainees on knowledge of policies and procedures in 6 months

Datatax - Allen, Texas

November 2021 - May 2023

Bookkeeper Aide, Tax Preparation Aide

- Compiled and organized over 2,000 client and company tax files to facilitate efficient tax preparation processes
- Reconciled bank debits, credit card statements, and checks for 8+ clients in one day
- Executed clerical duties to increase organization, maintaining the confidentiality of 2,000+ clients' banking records

INTERNSHIP EXPERIENCE

Credit Union of Texas SMART Branch - Allen, Texas

July 2021 - May 2023

SMART Branch Intern, Student Branch Manager & Student Head Marketer

- Managed over 30 member accounts in a 3-month period and conducted 60+ member transactions monthly
- Coordinated and managed 15 community engagement activities to foster a sense of involvement and connection
- Administered 8 financial literacy presentations, educating over 400 Allen High School students

Allen High School - Allen, Texas

August 2022 - May 2023

AHS Public Relations Intern

- Crafted 25+ flyers to inform 7,800 students of school news via X (formerly Twitter), Instagram, and Facebook
- Designed Canva presentations and created Excel spreadsheets to support various school initiatives

ORGANIZATIONS

UT Dallas Real Estate Club

May 2024 - Present

Board Member - Website Development

- Utilize Wix to ensure timely output of dozens of events and weekly newsletters, reaching over 1500 impressions

Circle K International Member

August 2024 - Present

Tri Delta Sorority Member – Epsilon Theta Chapter

September 2023 - July 2024

ADDITIONAL INFORMATION

Languages: English (Native) & American Sign Language (Conversational)

#hire JSOM

For more information about the
Herbert D. Weitzman Institute for Real Estate,
Concentrations in Real Estate
or The Real Estate Club at UTD, please contact

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Director

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THE UNIVERSITY OF TEXAS AT DALLAS
Naveen Jindal School of Management
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