



Herbert D. Weitzman  
Institute for Real Estate

# RESUME BOOK CAREER CANDIDATES

Full-Time Positions

SPRING 2025



# Herbert D. Weitzman Institute for Real Estate

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Weitzman Institute  
for Real Estate

# Undergraduate Real Estate Finance Concentration

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 Finance 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 UNIVERSITY OF TEXAS AT DALLAS  
Naveen Jindal School of Management

# Real Estate Finance Program Attributes:

- **Strategic Location & Industry Connections:**  
Access to the growing Dallas-Fort Worth real estate market, top firms, and exclusive networking events.
- **Comprehensive & Career-Focused Curriculum:**  
Hands-on learning in finance, investment analysis, and real estate fundamentals with case studies.
- **Strong Alumni & Professional Network:**  
Mentorship, guest speakers, and connections with top industry organizations.

The Real Estate Finance 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:

## CONCENTRATION COURSES

### UNDERGRADUATE

REAL/FIN 3305	Real Estate Principles
REAL/FIN 4321	Real Estate Law and Contracts
REAL/FIN 3358	Real Estate Markets and Investments
REAL/FIN 3365	Real Estate Finance and Advanced Principles
REAL/FIN 4328	Real Estate Valuation

Course descriptions:



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





“

**I came to my first event and landed an internship at Northmarq that kickstarted my career.**

– David Salazar

## Real Estate Club (REC) Develops Future Leaders

### Real World Education:

REC develops and hosts approximately 60 real estate events, offering over 80 content hours, that extend and connect classroom learning into real world applications each year.

The events are developed in collaboration with UTD REAL (Real Estate Alumni Leaders) and industry association members providing students the opportunity to connect and build their network while attending events like case competitions, career panel discussions, lunch-n-learns, property tours, cash flow modeling workshops, half day of shadowing, company visits, mock interviews and more.

### Networking:

- REC has built a 1,300 student and REAL community and network through social media that nurtures connections among members who share the common interest of real estate. This platform offers job postings, conversations about real estate, scholarships, current event articles to build members' market knowledge, REC events and more.
- Board members actively promote REC and recruit potential members through 30 SOC, JSOM and orientation student events.

### Career Support:

1. REALs and industry association members involvement in the REC events have resulted in numerous internship and permanent job opportunities with elite global companies, premiere financial institutions, and regional DFW market leaders.
2. REC's intern and permanent job resume books are distributed to thousands of hiring real estate professionals each semester.
3. Financial support through industry associations and the Herbert D. Weitzman Institute for Real Estate



“  
**This club isn't just about learning - it sets you up for a job. I'm now interning at Weitzman.**

– Tomas Llano

## 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.

“

**I joined this club, and within three semesters, I secured two internships.**

– Aura Mosquera

## POSSIBLE EMPLOYMENT

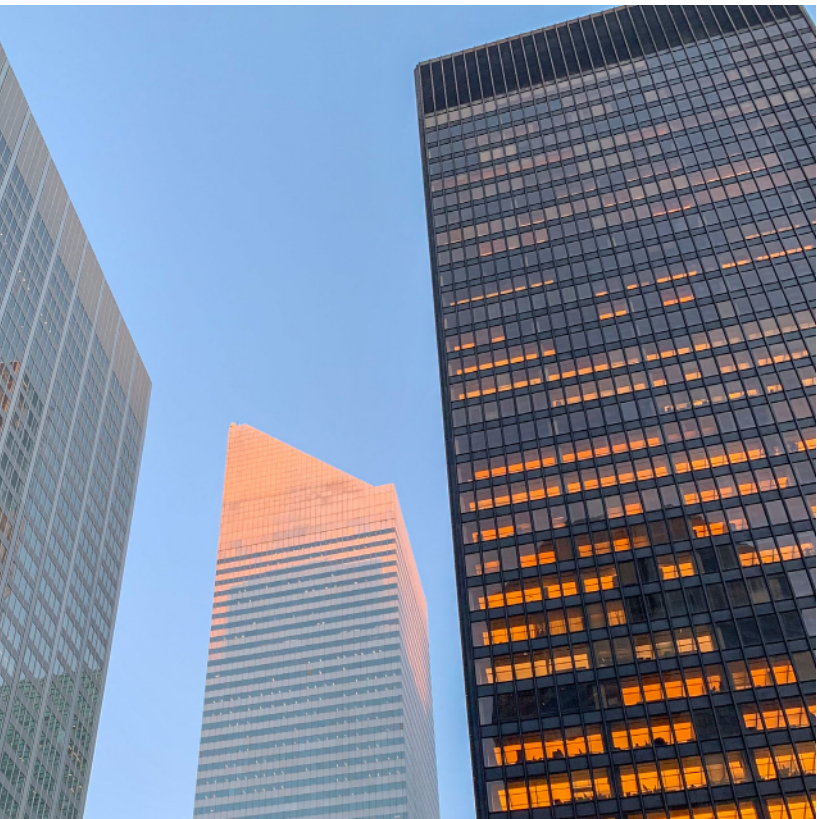
Weitzman Group	Greystar
Bank of America	JP Morgan Chase
Bank Ozark	Jones Lang LaSalle
BBG Advisors	NAI Robert Lynn
Billingsley Company	Prudential Real Estate
Brand Realty Partners	Investment Group
Cushman & Wakefield	7-11 Corporation
Ebby Halliday	Stone Capital
Edge Realty Partners	Transwestern
Goldman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



## 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:

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Weitzman Institute  
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# ONLINE Graduate Real Estate Investment Management Certificate



THE UNIVERSITY OF TEXAS AT DALLAS  
Naveen Jindal School of Management

# Real Estate Investment Management Certificate 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 certificate 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

**INTRODUCTION  
TO REAL ESTATE**  
REAL/FIN 6321

The Real Estate Investment Management certificate 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

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 Management  
Tax Appeal  
Development Analyst  
Facilities Manager  
Project Manager  
Loan Officer  
Real Estate Attorney  
Investment Advisor



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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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# 2025 Weitzman Retail Market and Annual Forecast

## January 7, 2025



*(left to right) Real Estate Club Board Members: Jack LeGare, Thomas Crawford, Tomas Llano, Aura Mosquera, Sophie Umbarger, Jaqleen Phan, Sophia Soto, Keira Cruz, David Salazar*

Board Members of the Real Estate Club at UT Dallas had the privilege of attending another incredible Weitzman Retail Market Update and Forecast! Before the presentation, they enjoyed delicious breakfast bites, caught up with familiar faces, and made new connections.

The presentation kicked off with Robert Young Weitzman Executive Managing Director and his team unveiling "2025 Texas Retail Market Report". Board Members Tomas Llano, Aura Mosquera, Thomas Crawford and Jaqleen Phan, as well as Real Estate Club Member Noah Bowles, had the privilege to serve as Forecast Interns to acquire data and compile highly cited information.

Next, Herb Weitzman welcomed Dana Telsey, the CEO of the Telsey Advisory Group, who shared valuable insights on retail trends. Her coined theme for 2025, "The Year of the S," emphasizes improvements in Social Media, Service, Supply Chain, and Surprises as keys to retail tenant success. She also commented on increases in AI investment & store renovations in retail real estate asset performance.

The event was a powerful reminder of the importance of adapting to change in retail and real estate!



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## Welcome Back Event January 30, 2025

The largest ever Real Estate Club at UTD "Welcome Back" event drew an impressive turnout of 150 students, bringing together both new and returning members to explore the world of real estate and the opportunities within the club.

Attendees learned about the establishment of the Herbert D. Weitzman Institute of Real Estate and the club's rich history at UTD. The event also covered the fundamentals of real estate and highlighted the exciting lineup of events planned for the semester.

Students learned about the real estate concentration options available to the undergraduate for Real Estate Finance and graduate Real Estate Investment Management certificate. Board members shared their internship and scholarship experiences, showcasing the valuable opportunities they gained through the club.

The event wrapped up with an engaging Kahoot real estate quiz, where students won exclusive merchandise and swag.



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## Hudson Advisors Lunch and Learn February 5, 2025



The Lunch-n-Learn event welcomed UTD REAL (Real Estate Alumni Leader) Maisam Naqvi from Hudson Advisors for an engaging conversation with Real Estate Club members. The event was chaired by Real Estate Club Board members Aura Mosquera and Thomas Crawford. Students came prepared with thoughtful questions, covering topics from the nuances of a private equity analyst's day-to-day responsibilities to Maisam's personal journey from a UTD student to a leader in the industry.

The discussion provided valuable insights, leaving attendees both inspired and equipped with actionable strategies to enhance their personal brand and successfully navigate competitive finance careers.



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# Dogwood Case Competition Kick-Off

## February 7, 2025

Chair and Co-chair Jaqleen Phan, Thomas Crawford and case competition participants began the event with an exclusive tour of the subject retail property Village 2 led by Scott Eiting, Dogwood's Senior Vice President of Retail, and Zakiya Everett, Senior Property Manager. During the tour, students had the opportunity to gain firsthand insights into the property's condition, tenant mix, and operational challenges.

During the walkthrough, participants engaged in an open discussion with the Dogwood team, asking questions and taking detailed notes on key factors such as financial performance, occupancy trends, and potential areas for improvement. This interactive session provided valuable context and real-world considerations as they began formulating their strategies. The ultimate goal of the competition was to develop a cost-effective approach to maximizing the property's return, balancing strategic enhancements with financial feasibility.



*Left to right: UTD Faculty Daniel Lowrance PhD, UTD REAL Michael Mistry, Investment Analyst - Link Logistics, Stephanie Toliver, COO/CFO - Weitzman, 1st place winners Shinmayi Movva, Franklin Avera, Alan De Alba, Scott Eiting, SVP of Retail - Dogwood Commercial and UTD Faculty Daniel Zale*

*Participants gather at Village 2, the Subject Property. Top to bottom, left to right: Franklin Avera, Andrew Nguyen, Alan De Alba, Aditya Vadlamannati, Scott Eiting, SVP of Retail - Dogwood Commercial, Ayman Mohammed, Miguel Calgurian, Noah Bowes, Thomas Crawford (Co-host), Sri Kurra, Zakiya Everett (Senior Property Manager), Brionna Douglas, Jaqleen Phan (Host), Christopher Villanueva, Neeiyati Kovala, Ayesha Siddiqui.*



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# Day in the Life of a Commercial Property Manager

## February 10, 2025



Students engaged in an in-depth discussion on the diverse experiences within commercial property management, complemented by refreshments, BOMA merchandise, and valuable networking opportunities.

The evening began with a dynamic Q&A panel discussion featuring industry professionals: Sara Dooley Nolan - Lincoln Properties and UTD REAL (Real Estate Alumni Leader), Bill Moebius - JLL, Teri Garcia - CBRE, Amber Stugart - Cawley Partners, and Kathleen Morgan - Lincoln Properties. They discussed their career journeys, daily duties, and the obstacles they encounter in property management, while also providing valuable insights on key skills and strategies for thriving in the industry.

Kathleen Morgan highlighted how property managers can distinguish themselves by actively participating in sustainability initiatives and keeping abreast of legal matters, underscoring their increasing significance in the commercial real estate sector.

To conclude, Amber Stugart highlighted the benefits of a student BOMA membership, explaining how it provides industry resources, professional development, and networking opportunities to help students expand their connections and career prospects.

Students departed with a heightened appreciation for property management as a viable and fulfilling career choice, along with a solid groundwork for exploring wider opportunities in commercial real estate.



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# JSOM Student Organization Fair

## February 10, 2025

The Real Estate Club's participation in the JSOM Student Organization Fair on February 10, 2025, proved to be a significant success, highlighting both the vibrancy and inclusivity of the club. This two-hour event, designed to showcase the many student organizations within the Jindal School of Management, provided the perfect platform for the Real Estate Club to connect with diverse students. With board members David Salazar, Jack LeGare, and Sophie Umbarger at the helm, the club's booth drew significant attention, creating an engaging and welcoming atmosphere for students curious about the club's offerings.

From the outset, the Real Estate Club's booth was a hub of activity. The team worked efficiently to set up a well-organized and visually appealing space featuring an array of eye-catching merchandise. These items, available for attendees to win by participating in the club's interactive wheel spin, added a fun and dynamic element to the booth. Students eagerly engaged with the booth, filling out membership forms and joining the club's GroupMe and Instagram, with over 30 students expressing interest in becoming a part of the club.

The event attracted a diverse range of students from various academic backgrounds, demonstrating the broad appeal of the Real Estate Club. From freshmen exploring new interests to upperclassmen seeking professional development, students were eager to learn more about how the club could enhance their academic and career paths.

The board members were on hand to personally engage with each student, offering insights into the club's vision and the many opportunities available for involvement.

It was clear that the Real Estate Club had not only gained new members but also raised awareness of its presence and mission within the JSOM community. The enthusiasm of the students who attended, coupled with the professionalism of the club's board members, ensured that this event was a resounding success.



*(left to right): Sophie Umbarger  
David "Sal" Salazar and Jack LeGare*



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## Brand Partners Lunch and Learn February 11, 2025

Hosted by Real Estate Club President Tomas Llano and Vice President Komal Chakravarthula, this event featured Brand Partners' Founder Jeff Brand and Partner Broker Luke Mullens (UTD REAL) for an insightful lunch and learn with Real Estate Club members. The discussion provided a deep dive into the retail side of real estate, offering students a valuable perspective on industry dynamics.

As a UTD Alum, Luke Mullens shared his personal journey and provided actionable insights on breaking into the retail sector, leaving attendees with a greater understanding of opportunities in the field.

The event brought together both new and returning students, fostering an engaging and successful session.



*(left to right): Luke Mullens (UTD REAL) and Jeff Brand sharing their experience in retail real estate*



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# ZRS Management Rotational Event

## February 18, 2025



### ZRS Management Panelists

*Chris Domino – Associate Vice President  
Jeremiah Dover – Regional Manager  
Kristi Greer – Regional Manager  
Mary Mathews – Regional Manager  
Aurora Elizondo – Corporate Recruiter*



*Real Estate Club members listen to Mary Mathews share her expertise on ZRS Management.*

The UTD Real Estate Club hosted an insightful presentation with ZRS Management on February 18, 2025. The event was chaired by Sophia Soto, VP of Marketing, and Aura Mosquera, VP of Communications. The event covered the company's growth, industry insights, and career opportunities in property management. Headquartered in Orlando, Florida, ZRS manages over 93,000 units across 325+ properties, serving a diverse range of clients, including institutional investors, partnerships, and individual owners. The ZRS team emphasized their fee-based management model, which eliminates conflicts of interest and ensures equal attention to all assets. They also highlighted how their scale allows them to remain agile, precise, and deeply engaged with clients to consistently exceed expectations.

The speakers provided an overview of ZRS's national presence, managing properties in Texas, Florida, Georgia, North Carolina, Tennessee, and Washington, D.C., with expansion plans in Phoenix, Arizona. Attendees had the opportunity to participate in roundtable discussions and a Q&A session, where ZRS professionals shared insights into career development, company culture, and industry trends. They also highlighted ZRS's strong employee growth initiatives, including internal promotions and anniversary trips that recognize long-term contributions. The event provided valuable knowledge about the property management industry while allowing students to connect with ZRS experienced professionals.



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# ULI (Urban Land Institute) Rotational Event

## February 20, 2025

The UTD Real Estate Club hosted the ULI Rotational Event, led by the club board members Vice President of Communications Aura Mosquera and Internal Affairs Officer Sophie Umbarger. With over 40 students in attendance, the event provided a unique opportunity to engage with professionals from the Urban Land Institute (ULI)—the largest global network of cross-disciplinary real estate and land use experts.

The event featured an esteemed panel of industry leaders, including Michaela Gunter from Greystar, Christopher Hernandez from Westwood Professional Services, Raphael Alterman from St. John Properties Inc., Jon Redmond from Ryan, and Alexandra Dollahite from Kimley-Horn. Each speaker shared insights into their careers, covering topics such as development, engineering, investment, property tax advisory, and land use planning. They also discussed industry trends and the importance of collaboration across real estate sectors.

Through engaging discussions and a rotational format, students gained valuable industry knowledge and expanded their professional networks. The event reinforced ULI's role in shaping the future of real estate while equipping attendees with practical insights to navigate their own careers.



*(left to right) Real Estate Club Board Members Sophie Umbarger and Aura Mosquera. ULI Members: Raphael Alterman – St. Johns Properties, Inc., Alexandra Dollahite – Kimley Horn, Michaela Gunter - Greystar, Christopher Hernandez - Westwood Professional Services, and Jon Redmond - Ryan*



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# Commercial vs. Residential Panel What Career is Right for You? February 24, 2025



UTD Real Estate Club board members Thomas Crawford and Sophie Umbarger hosted an engaging panel discussion featuring industry professionals from both the commercial and residential real estate sectors. The panel included Ryan Cave from Keller Williams Realty/Cave Realty Services, Mateo Giraldo from SOS Assistance, Corbin Tanenbaum from Weitzman, and Josh Walpole of Keller Williams Realty. The event offered students a unique opportunity to explore the nuances of these two dynamic fields, providing valuable insights into their respective opportunities and challenges.

Attendees enjoyed a catered Chipotle meal while participating in a thought-provoking conversation on the key similarities and distinctions between commercial and residential real estate. Panelists shared their expertise, discussing important factors such as client demographics, the technical skills required for each sector, and the typical work schedules that define day-to-day operations.

The discussion was particularly insightful in highlighting the diverse career paths available within real estate, helping students better understand which sector aligns with their personal strengths and professional goals. By the end of the event, attendees had gained a clearer perspective on how each area of real estate operates and the skill sets necessary to succeed in either domain.



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## Young CRE (Commercial Real Estate) Panel February 26, 2025



The UTD Real Estate Club at UTD hosted the Young Commercial Real Estate Panel, led by the club's President Tomas Llano and Recruitment Chair Jack LeGare. The event welcomed over 35 students and featured three successful UTD Real Estate Alumni Leaders now thriving in the commercial real estate industry.

The panel included (*picture above left to right*) Sam Abitzen from Westmount Realty Capital, LLC, Aaron Schulle from Lee & Associates, and Scott Eiting from Dogwood Commercial. Each speaker recounted their distinctive paths from UTD to their current roles, providing valuable insights into investment sales, brokerage, and asset management.

Students engaged with the panelists through a dynamic Q&A session, learning about early career challenges, current market trends, and how to stand out in a competitive industry. The event concluded with networking, providing students with valuable connections and real-world perspectives to guide their future in commercial real estate.



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## Thirsty Thursday February 27, 2025



*(left to right) Real Estate Club Board Members Tomas Llano, David Salazar, Jaqleen Phan, Aura Mosquera, Sophie Umbarger, Thomas Crawford and Shrija Chettyipalli.*

The Thirsty Thursday events provide the perfect opportunity for Real Estate Club members to unwind, network, and build meaningful connections in a relaxed and enjoyable atmosphere. With delicious appetizers and refreshing drinks, the event fostered lively conversations where students exchanged insights, shared experiences, and discussed future opportunities in real estate. The casual yet engaging setting allowed members to form new relationships and strengthen existing ones, making it both a fun and productive evening. Whether discussing market trends, internship opportunities, or career advice, everyone left feeling inspired and more connected to the real estate community.



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# Dogwood Case Competition Presentation

## February 28, 2025



*Back row left to right: Noah Bowes, Wassail Mian, Steven Zhang, Miguel Caliguiran and Jack Legare (Board Member); Middle row: Jaqleen Phan (Board Member), Franklin Avera, Alan De Alba, Andrew Nguyen, David Salzar (Board Member), Sri Kurra, Brionna Douglas, Ayesha Siddiqui; Front Row: Michael Mistry (Investment Analyst, Link Logistics), Professor Daniel Zale, Stephanie Toliver (COO/CFO, Weitzman), Professor & Director Julie Lynch, Professor Daniel Lowrance and Scott Eiting (VP of Retail, Dogwood Commercial)*

Following three weeks of intensive research, each team presented their strategies for optimizing Village 2, a Class B shopping center. They performed comprehensive analyses of financial performance, tenant composition, and operational challenges, leveraging insights from an initial property tour with Dogwood's Scott Eiting and Zakiya Everett.

The judging panel comprised of Stephanie Toliver from Weitzman, Michael Mistry from Link Logistics, and Professors Scott Lowrance and Daniel Zale from UTD. The teams delved into property analysis, financial underwriting, cost breakdowns, market assumptions, and pro forma modeling, aiming to balance financial feasibility with strategic enhancements to maximize the asset's value.

### **1st PLACE WINNERS**

*left to right: Alan De Alba, Franklin, Director of HDWIRE Julie Lynch and Shinmayi Movva*



- **1<sup>st</sup> Place:** Franklin Avera, Alan De Alba, Ayesha Siddiqui, and Chinmayi Movva. As competition winners, they were awarded an exclusive job shadowing opportunity with Dogwood Commercial.
- **2<sup>nd</sup> Place:** Andrew Nguyen, Steven Zhang, Wassail Mian, and Miguel Caliguiran
- **3<sup>rd</sup> Place:** Brionna Douglas, Noah Bowes, and Sri Shreya Kurra

Their presentations showcased strategic thinking and practical application, culminating weeks of diligent underwriting and analysis.



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# Twinrose Investments Property Tour

## March 5, 2025

The Real Estate Club, in collaboration with Twinrose Investments, hosted a property tour and capital markets discussion for students. Led by Alumni Chair Thomas Crawford and Twinrose Principal Rebecca Tudor, the event offered an in-depth look at the real estate investment process. Students were treated to refreshments while enjoying a guided tour, moving room by room through the property. As they toured, they had the opportunity to engage directly with the speakers, diving into the intricate details of the asset, understanding the scope of the renovations required, and discussing the current state of the property's balance sheet.

What made this event truly unique was the interactive nature of the tour. Students didn't just observe the property; they were actively involved in discussions about the financial aspects, market trends, and practical implications of real estate investments. This hands-on experience provided invaluable insights into the complexities of managing real estate assets in today's competitive market.

After the tour, the event didn't end. Students lingered, networking with each other and the speakers long after the official program had wrapped up. The room buzzed with lively conversations as attendees discussed the current state of the real estate market, shared experiences, and exchanged ideas about the future of real estate private capital. The event not only fostered a deeper understanding of the industry but also strengthened the community of real estate professionals and students alike, providing a unique opportunity to build lasting connections.



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## REAL (Real Estate Alumni Leaders) Happy Hour March 6, 2025

The Real Estate Club, in collaboration with The Herbert D. Weizmann Institute of Real Estate, hosted an Alumni Happy Hour, inviting all REALs (Real Estate Alumni Leaders) to reconnect over food and drinks. Held at Fogo De Chao, the event saw over 40 real estate alumni mingling with old friends and making new acquaintances across many different segments of the industry. The atmosphere was lively and filled with conversations as alumni from various stages of their careers shared their experiences and memories from their time at UT Dallas.



As the evening progressed, REC board members and faculty seized the chance to connect with alumni, conversing about the program's future direction and brainstorming ways for alumni to become more actively involved. The excitement about the programs and club's growth was palpable, and the alumni expressed overwhelming enthusiasm to return to campus for future events, creating new opportunities for both students and graduates to connect and collaborate.

The success of the evening highlighted the strong bond between the alumni community and the Real Estate Club, reaffirming the value of fostering these connections for continued growth and support.



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## Lunch and Learn Chas Fisher | Weitzman March 10, 2025

The UTD Real Estate Club hosted an insightful Lunch & Learn session featuring Chas Fisher, Senior Vice President and Head of Construction at Weitzman. The event was chaired by real estate club board members President Tomas Llano, and Aura Mosquera, Vice President of Communications. The intimate and informal gathering allowed 15 students eager to deepen their understanding of commercial real estate a comfortable learning environment.



Chas Fisher shared valuable insights into his extensive role overseeing construction projects for retail developments and renovations. He discussed key stages of project planning, execution, and completion, highlighting how effective construction management significantly impacts property value, tenant attraction, and overall asset performance in the commercial real estate industry.

The event offered students a unique opportunity to engage directly with an industry leader, developing an appreciation for the crucial relationship between construction and commercial real estate for retailers to operate their businesses. Following an interactive Q&A session, a networking portion allowed students to build valuable connections among attendees and further develop industry relationships essential for their professional growth.



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## Network Realty Lunch and Learn March 12, 2025



The Real Estate Club's Alumni Relations Officer Thomas Crawford and Communications Vice-President Aura Mosquera hosted an insightful Lunch and Learn event featuring Ray Albers and Genesis Cruz (UTD Real Estate Alumni Leader) from Network Realty. The conversation focused on the residential investment sales industry and the unique business model that supports it.

Attendees enjoyed a catered lunch as the Network Realty team shared their professional journeys, highlighting the value they bring to clients and the challenges of working as agents in investment real estate. The open-floor format encouraged students to ask a wide range of questions, from salary expectations, client interactions, workload, essential personality traits, and the technical skills required to succeed in the field.

After the presentation, students networked with speakers, who handed out business cards and expressed interest in recruiting UTD students.



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# Westmount Realty Capital

## Co-Sponsored: Real Estate Club and FLA (Financial Leadership Association)

### March 12, 2025

The Real Estate Club (REC) was proud to host a collaborative event with UTD's Financial Leadership Administration (FLA). REC Board members Thomas Crawford and President Tomas Llano welcomed Sam Abitzen, a recent UTD graduate currently working in Asset Management at Westmount Realty.

During the presentation, Sam shared insights into the day-to-day responsibilities of an Asset Manager and discussed his journey from graduation to joining a buy-side firm. The event provided valuable information on the path to success in the field, highlighting both the technical skills required and the opportunities available within the industry.

As students enjoyed pizza, they engaged in thoughtful conversations, asking Sam about the skills necessary for a career in asset management and how to pursue similar opportunities at firms like Westmount Realty. The event was not only an opportunity to learn from a successful alumnus but also to network and explore potential career paths in real estate.



*Sam Abitzen, Commercial Asset Management Analyst, Westmount Realty Capital, LLC , UTD REAL Alumni*



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# Mastering Property Management Strategies for Managing Diverse Asset Types

## March 27, 2025

Real Estate Club Officers Jaqleen Phan and Sophie Umbarger organized a rotational property management event, featuring a distinguished panel of industry professionals from the Institute of Real Estate Management (IREM), which promotes excellence in real estate management across multifamily and commercial sectors.

The event kicked off with an interactive panel discussion featuring a diverse group of experienced property managers from various organizations, each bringing a unique perspective to the table:

- Kendra Magers, CPM® - Regional Property Manager at W3 Luxury Living
- Stephanie Howard, CPM®, CFM®, RPA®, FMA® - Director of Property Management and Facilities at FHL BANK
- Christie Clenney, CPM® - Senior Property Manager at Remedy Medical Properties
- Brian Bordelon, CPM®, ARM® - Assistant Regional Property Manager at The Village Dallas
- Mary Coyle, CPM® - Senior Property Manager at Welltower Inc. and IREM Dallas President

During the opening session, the speakers introduced themselves, discussed their roles, and explained their involvement with IREM. After the panel, attendees participated in rotational tables, where they engaged directly with the speakers, asking questions related to IREM, property management, and career development. The speakers shared invaluable advice, ranging from practical property management tips to insights on navigating industry challenges.

The event concluded with a networking session, providing students with an opportunity to connect with the speakers and explore career opportunities.



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## Thirsty Thursday March 27, 2025

The UTD Real Estate Club hosted its Thirsty Thursday social networking event, chaired by board members Aura Mosquera, VP of Communications, and Sophie Umbarger, Head of Internal Affairs. The event brought together students from various majors to engage with peers who share a passion for commercial real estate in a casual, community-focused environment.

The evening offered a valuable opportunity for members to form new relationships and exchange ideas about the industry. From first-time attendees to active members, Thirsty Thursday offered a welcoming environment for students to strengthen their network and grow their interest in the real estate world.



*Real Estate Club officers and members enjoy socializing at Northside Draffhouse.*



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## Townview High School visit to UTD & Tour March 28, 2025



*Real Estate Club officer Sophie Soto collaborates with Townview students as they organize pictures into various asset classes.*

Yvone A. Ewell Townview Center high school students visited the Herbert D. Weitzman Institute for Real Estate (HDWIRE) and Jindal School of Management (JSOM). Officers from the Real Estate Club at UTD hosted Townview students for a campus tour, followed by lunch and socializing, where they shared insights about UTD life and the Real Estate Finance concentration.

Aaron Beaudrie, Director of Undergraduate Recruiting, briefed prospective UTD students on the admission process, including the criteria for admission, the application procedure, and the timeline for the entire process. Julie Lynch Associate Professor of Practice and Director of HDWIRE captivated the audience with her insights on real estate, sparking students' interest as they explored the diverse asset classes.



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## ARGUS Workshop March 29, 2025



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 Julie Lynch Associate Professor of Practice and Director of HDWIRE allowed students to learn the ARGUS application, build cash flow modeling and analytical skills



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# Networking Skill Development

## April 3, 2025

The Real Estate Club's Alumni Relations Officer Thomas Crawford and Communications VP Aura Mosquera partnered with the Jindal School of Management's Career Management Center (CMC) and Business Communications Department to host a dynamic Networking Workshop designed to help students strengthen their professional presence and networking abilities.

The event featured two parts. It began with an engaging presentation by Professor Cordova, Director of the Business Communications Program, who shared best practices for effective networking and emphasized the importance of emotional intelligence (EQ) in building meaningful professional relationships.

In the second half, students put their newly learned skills into action during a live networking session. The Real Estate Club welcomed several REALs (Real Estate Alumni Leaders) and CMC staff to engage with students, providing real-time feedback and guidance. The room buzzed with energy as students and professionals connected, scheduled follow-up coffee chats, and explored a variety of career opportunities.

The workshop left students feeling inspired and empowered, giving them the confidence and tools to foster deeper professional connections.



*(left to right): Real Estate Club Board Member Thomas Crawford, REAL alumni Sam Abitzen, Andrew Nguyen, REAL alumni Marcos Marcano*



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# CBRE National Partners Panel

## April 7, 2025



(left to right): Elliot Dow | Senior Associate | CBRE National Partners, Real Estate Board member Jack LeGare, Real Estate Board member Shrija Chettyapalli and Basel Bataineh | Director CBRE National Partners and UTD REAL (Real Estate Alumni Leader)

The event with CBRE national partners provided a fantastic chance to connect with CBRE employees, including a UTD REAL (Real Estate Alumni Leader), adding a personal touch to the experience. It was an excellent opportunity to delve into commercial real estate, particularly with insights into the rapidly growing brokerage and industrial sectors.

The employees were incredibly generous with their advice for college students hoping to break into CRE, offering podcast recommendations and sharing their own career journeys. The Q&A session was especially helpful, covering everything from their backgrounds to pay transparency, and they answered all questions with transparency and thoughtfulness. Overall, it was an invaluable experience to learn directly from professionals in the field.

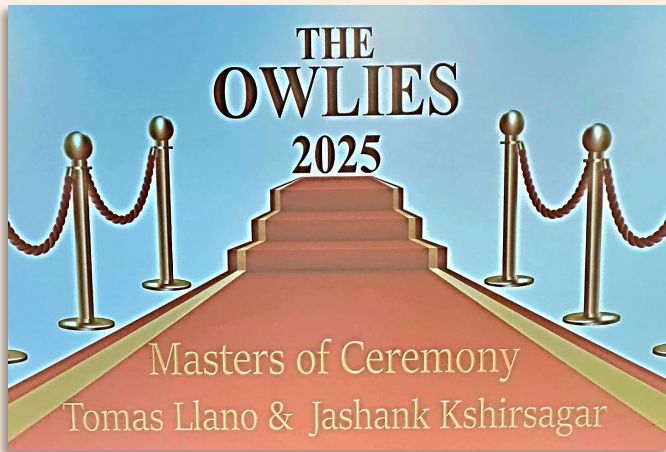


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Naveen Jindal School of Management  
OWLIES (Outstanding, Worth Leaders, Involved Exceptionally) AWARDS  
April 9, 2025



*The Master of Ceremonies was the Real Estate Club's President Tomas Llano.*



*Jaqleen Phan, Real Estate Club Board Member, was one of the finalists for the JSOM Most Likely to be a C-Suite Executive.*



*Tomas Llano, Real Estate Club's President, was one of the finalists for the JSOM Outstanding Leaders: Undergraduate Student Organizations.*



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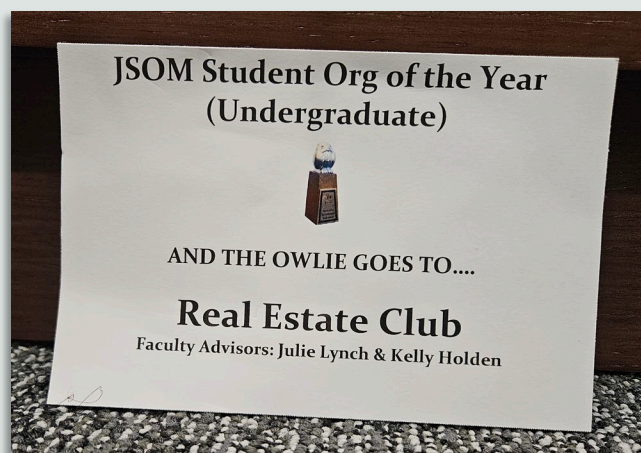




Naveen Jindal School of Management  
OWLIES (Outstanding, Worth Leaders, Involved Exceptionally) AWARDS  
April 9, 2025



**Real Estate Club**  
**2025 JSOM Student Organization of the Year**



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# Northmarq Rotational Event

## April 15, 2025

The Northmarq Capital Markets Panel hosted by the Real Estate Club and moderated by board member David Salazar and Vice President of Marketing, Aura Mosquera. The panel consisted of diverse role types, including investment sales, debt & equity, and asset management. Corbin Cleveland took students through the more structured role of an asset manager, and how he monitors and manages the ongoing risk of the portfolio. Kirsten Evans dove into the detailed dynamics of a debt & equity analyst, which involves a blend of financial analysis, underwriting, market research, and coordination throughout the loan process. Grant Fleming explained his experience securing deals and how he works on the disposition and acquisition of commercial real estate assets.

Northmarq President Jayson Donaldson provided a comprehensive overview of the firm's services, highlighting how Northmarq offers customized solutions to clients in capital markets

To support students interested in pursuing a career in commercial real estate, the panel shared valuable advice—recommending the use of AI tools like ChatGPT to refine deliverables and conduct research. They also emphasized the importance of earning modeling certifications through platforms such as Break Into CRE, A.CRE, ARGUS, and other Excel-based financial modeling programs. These credentials strengthen resumes and help build a critical foundation in underwriting.



(left to right): Moderators Aura Mosquera and David Salazar, Northmarq's Grant Fleming, Kirsten Evans and Corbin Cleveland



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## Real Estate Club Golf Social | April 17, 2025

This casual networking event at The Golf Ranch provided members with a fun and relaxed environment to connect with other students, board members, and alumni outside the classroom.

Attendees enjoyed complimentary access to the driving range and simulator technology, allowing both beginners and experienced golfers to practice their swing. Alongside golf, the event featured free food and drinks, creating the perfect atmosphere for members to unwind and build lasting connections.

The event was supported by several active board members, including David Salazar, Jack LeGare, Tomas Llano, Aura Mosquera, Sophie Umbarger, Keira Cruz, Thomas Crawford, and Shrija Chettyalli, who welcomed attendees and facilitated meaningful conversations about real estate, career paths, and club involvement.

The Golf Social was a strong reminder of the importance of community within the Real Estate Club and served as a great end to a semester of continued engagement and opportunity.



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## Coldwell Banker Lunch and Learn April 23, 2025



The UTD Real Estate Club hosted an engaging Lunch and Learn event on April 23, 2025. Organized by Sophie Soto, VP of Marketing, and Sophie Umbarger, Internal Affairs, the event featured Nancy Gonzalez, Residential Realtor, and Frank Obringer, Branch Manager Broker at Coldwell Banker Realty. The session focused on the critical relationship between brokers and agents, strategies for career success in residential real estate, and lessons learned from their professional journeys.

Nancy and Frank shared real-world insights into how collaboration, communication, and resilience drive success in a competitive market. They emphasized the importance of building strong client relationships, adapting to industry changes, and leveraging mentorship opportunities. Their personal stories offered students a deeper understanding of the day-to-day realities and long-term strategies that shape a thriving real estate career.

The event included an open discussion and Q&A session, where students engaged with the speakers about industry trends, personal branding, and how to stand out early in their careers. Attendees left with practical advice, valuable connections, and a better appreciation for the dynamics of the residential real estate industry. Thank you to Nancy Gonzalez and Frank Obringer for an inspiring and insightful session!



*(left to right): Frank Obringer, Jaqleen Phan, Sophie Soto, Sophie Umbarger, Nancy Gonzalez and Jack LeGare*



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## First Gen Panel April 24, 2025



*(left to right): Real Estate Board member Shrija Chettyapalli, Emily Gonzales, Jad Charif, and Genesis Cruz UTD REAL from Network Realty and Real Estate Board member Keria Cruz*

The first-generation panel event, held in collaboration with ALPFA, was a resounding success. Each first-generation representative shared their unique journey into the real estate industry with clarity and passion, offering invaluable insights to attending college students—particularly those who are first-generation themselves. The panelists, whose careers spanned across brokerage, consulting, and residential realty, spoke candidly about the challenges they faced and the strategies they used to overcome them. Their stories not only highlighted the diversity of paths within real estate but also served as powerful sources of motivation and guidance. Attendees left the event equipped with practical advice, a clearer understanding of the industry's opportunities, and a sense of community and encouragement to pursue their own goals.



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# JSOM Alumni Reunion

## April 26, 2025



*(left to right): Manolo Del Castillo UTD REAL and Clarion Partners, Jack LeGare, Aura Mosquera, Sophie Umbarger, Keira Cruz, and Sam Abitzen UTD REAL and Westmount Realty*

The Naveen Jindal School of Management hosted their 2nd Annual Alumni Reunion, attracting over 1,500 attendees—more than twice the number from last year! The Herbert D. Weitzman Institute for Real Estate alumni gathered on the 4th floor of JSOM II, offering a view of the JSOM III construction site. Alumni had the opportunity to observe the progress of the construction. Various other activities and events took place throughout JSOM and the Davidson-Gundy Alumni Center. The event sparked widespread enthusiasm, with many seeing it as a milestone moment. It wasn't just about the numbers — it embodied the school's dynamic energy, core values, and the exciting future ahead.



*(left to right): REALs Sam Abitzen and Manolo Del Castillo playing cornhole.*



*(left to right): In celebration of the construction of JSOM III, The Herbert D. Weitzman Institute for Real Estate (HDWIRE) organized a table at the Davidson Gundy Alumni Center with RC excavators. Participants who managed to excavate a rock were awarded HDWIRE merchandise.*



*(left to right): Twinrose Investments principals Jim Tudor and Rebecca Tudor UTD REAL*



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# JSOM Alumni Reunion April 26, 2025



Alumni, family and friends at the  
The Naveen Jindal School of  
Management 2<sup>nd</sup> Annual Alumni  
Reunion



(left to right): REAL Sai Akhil Sakhamuri and friends enjoying  
the alumni activities.



(center) Julie Lynch Director of HDWIRE, (left to  
right): Jack LeGare, Tomas Llano, Aura Mosquera,  
Keira Cruz, Thomas Crawford, Kelly Holden, Sophie  
Umbarger, Temoc and Komal Chakravarthula



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# Real Estate Club Board Award Winners May 10, 2025



Spring 2025 Real Estate Club officers (left to right) front row: Julie Lynch Advisor & Director HDWIRE, Aura Mosquera, Sophie Umbarger, Sophie Soto and David Salazar.

Back row: Tomas Llano, Komal Chakravarthula, Jack LeGare Thomas Crawford, Shrija Chettyalli, Keira Cruz and Jaqleen Phan.

**Aura Mosquera** received the *Board Excellence Award* recognizing her outstanding contributions across all board functions.

Club President **Tomas Llano** earned the *Leadership Luminary Award* for his exception leadership and vision in guiding the club's mission.

**Sophie Soto** earned the *Marketing Maven Award* for her dedication to the club's online presence.

**Sophie Umbarger** earned the *Creative Catalyst Award* for her innovative ideas for the bulletin board and events that drove the club's success.

**David Salazar** earned the *Team Trailblazer Award* for his innovation and dedication to the team that is paving the way for future success.

**Komal Chakravarthula** received the *Mentorship Marvel Award* for highlighting dedication to supporting and inspiring fellow members.

**Jack LeGare** earned the *Growth Catalyst Award* recognizing the initiatives that driver membership growth and engagement.

**Thomas Crawford** was recognized with The Real Estate Club *Community Impact Award* for his contributions that positive influence the club REC and REAL community.

**Shrija Chettyalli** was honored with the *Social Media Star Award* for her efforts in establishing and enhancing the club's identity.

**Keira Cruz** was awarded the *Brand Builder Award* for her efforts in establishing and enhancing the club's identify.

**Jaqleen Phan** was acknowledged for her contributions that drove the board's strategic goals with the *Strategic Impact Award*.



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# Real Estate Club Transition Meeting May 10, 2025

The Real Estate Club at UTD  
is proud to announce the new officers  
for Fall 2025

Aura Mosquera, President  
Thomas Crawford, Executive Vice-President  
Jack LeGare, Vice-President of Marketing  
Sophie Umbarger, Vice-President of Communications  
Keira Cruz, Social Media Officer  
David Salazar, Recruitment Officer  
Gaby Montano, Internal Affairs Officer  
Sri Shreya Kurra, Newsletter Officer  
Andrew Nguyen, Website Content Officers  
Victoria Fuenmayor, Content Creation Officer  
Franklin Avera, Content Creation Officer  
Alan De Alba, Alumni Relations Officers



*Incoming Fall 2025 Real Estate Club officers (left to right): Sri Shreya Kurra, Sophie Umbarger, Alan De Alba, Gaby Montano, Aura Mosquera, Thomas Crawford, Andrew Nguyen, Franklin Avera, Keira Cruz, Jack LeGare and David Salazar.*



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# RESUME BOOK CAREER CANDIDATES

Full-Time Positions

SPRING 2025



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# BROKERAGE

Career Candidates  
Full-Time Positions

SPRING 2025



# Nisha Bhaidani

Richardson, Texas, 75080; (979)-739-4397; [nishabhaidani545@gmail.com](mailto:nishabhaidani545@gmail.com) | [LinkedIn: linkedin.com/in/nishabhaidani](https://www.linkedin.com/in/nishabhaidani)

## EDUCATION

The University of Texas at Dallas; Bachelor of Science, Finance & Business Administration

December 2025

## PROFESSIONAL EXPERIENCE

Dallas Mavericks, Dallas, Texas

October 2024 – May 2025

### *Business Operations Intern*

- Prepared detailed reports on team operations and business activities to assist in decision-making.
- Facilitated communication between departments to ensure smooth execution of game-day operations and initiatives.
- Conducted research on industry trends to provide actionable insights for operational improvements.

Charles Schwab, Austin, Texas

June 2024 – August 2024

### *Retirement Business Services Intern*

- Assisted in designing a client communication strategy, increasing engagement and reducing queries by 15%.
- Monitored and reported on key performance metrics for retirement accounts, providing actionable feedback to optimize account management practices.
- Analyzed client data and generated insights that aided in developing personalized retirement planning solutions and improved client satisfaction.

Frost Bank, Dallas, Texas

### *Bank Teller*

March 2023 – December 2023

- Provided exceptional customer service by addressing inquiries, resolving customer issues, and offering personalized financial advice.
- Conducted routine account maintenance, including updating account information and assisting with account openings and closings.
- Promoted bank products and services to customers, resulting in increased sales and enhanced client relationships.

Chick-fil-A, College Station, Texas

### *Team Member*

August 2020 – August 2022

- Collaborated with team members to complete tasks efficiently during peak hours, ensuring quick service and minimizing wait times.
- Operated cash registers and processed transactions accurately, maintaining balanced cash drawers and ensuring correct change.
- Assisted with inventory management, including ordering necessary items to support operational needs.

## VOLUNTEER EXPERIENCE

UT Dallas Ismaili Muslim Student Association

### *Finance Chair*

January 2024–Present

- Coordinated with the board to prepare quarterly fiscal reports, facilitating budget planning and decision-making.

Early Childhood Development Center

### *Finance Lead*

January 2024–Present

- Oversaw the development and management of the center's budget, ensuring the growth of the childhood program.

## ADDITIONAL INFORMATION

- *Skills:* Microsoft Excel, Microsoft PowerPoint, Microsoft Word

# Adam Farhat

Carrollton, TX 75006 • adamfarhat09@gmail.com • (972) 854-1149 • linkedin.com/in/adam-farhat09

## EDUCATION

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### THE UNIVERSITY OF TEXAS AT DALLAS

Richardson, TX

*Bachelor of Science, Business Administration with Real Estate Investment Management*

Aug. 2022-May 2025

*Relevant Coursework: Real Estate Valuation and Finance, Corporate Finance, and Quantitative Business Analytics*

### DALLAS COLLEGE

Farmers Branch, TX

*Associate of Science, Liberal Sciences*

Aug. 2018-May 2022

## PROFESSIONAL EXPERIENCE

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### LIGHTBULB CAPITAL GROUP

DALLAS, TX

*Asset Management Analyst Intern*

May 2024-Aug. 2024

- Performed comprehensive risk analysis on development projects, improving NIO forecasting accuracy.
- Created financial models using Excel to improve asset performance, driving an increase in investment decision making efficiency through trend analysis and opportunity identification.
- Developed and standardized reporting templates, boosting reporting efficiency using Excel and Tableau.
- Collaborated with senior analysts to evaluate asset valuations, ensuring accurate insights contributed to strategic asset management decisions, leading to an increase in valuation accuracy.

### ZOLI'S NY PIZZA

ADDISON, TX

*To-Go*

Apr. 2023-Aug. 2023

- Facilitated customer interactions by answering phones, processing orders, and managing payments over the phone, handling up to \$500 in transactions daily with accuracy and exceptional service.
- Achieved a 97% average customer satisfaction rate, maintaining high service standards.
- Consistently maintained 100% seating efficiency during peak hours, ensuring prompt and efficient guest accommodation, optimizing dining experiences, and contributing to customer satisfaction.

## ACADEMIC PROJECT EXPERIENCE

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### EDYOUNET

RICHARDSON, TX

*Project Manager*

Aug. 2024-Dec. 2024

- Designed a comprehensive rating system for animators utilizing strategic development techniques, improving evaluation efficiency.
- Researched in-depth market analysis using data analysis techniques to establish evaluation criteria, enhancing the accuracy and reliability of the rating system.
- Presented analytical findings to stakeholders using data visualization tools, ensuring clear communication and 100% alignment with project objectives.

## ADDITIONAL INFORMATION

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- Certifications: Office Specialist: Excel Associate (Office 2019)
- Technical Skills: Microsoft Office, VBA, ARGUS Enterprise, Tableau, SQL, and Google Suite
- Languages: Arabic
- Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions
- Interests: American Football, Horology, and Movies



# Nayeli Lira Gomez

Dallas, Tx.; 469-740-9662; Nayeli.lira123@gmail.com

[www.linkedin.com/in/nayeli-lira-gomez](http://www.linkedin.com/in/nayeli-lira-gomez)

## **EDUCATION**

### **The University of Texas at Dallas**

May 2024

*Bachelor of Science in Finance with a Concentration in Real Estate Management*

- *Real Estate Club*
  - Attended professional workshops on market analysis
  - Participated in networking sessions with real estate professionals.
  - Attended ARGUS and CoStar workshops

## **PROFESSIONAL EXPERIENCE**

### **Charles Schwab**

May 2024 – Present

*Stockbroker*

- Execute trades for stocks, bonds, mutual funds, and other securities, managing risk and compliance for daily transactions
- Provide account management support, facilitating deposits, withdrawals, and account modifications
- Enhance client satisfaction by managing client relations, responding promptly and effectively to client inquiries

*Investor Services Intern*

September 2023 – May 2024

- Delivered frontline support for over 30 clients daily, addressed and resolved account-related issues
- Collaborated with a team to outline recommendations for workplace efficiency and presented recommendations to executive leadership
- Participated in workshops and training focused on financial markets, investment strategies, and industry regulations

### **Dillard's**

April 2022 – August 2022

*Department Manager*

- Directed daily sales strategies for my department, consistently met or exceeded performance targets
- Drove a 15% increase in monthly sales through effective merchandising and implementation of new sales practices
- Orchestrated successful fundraising efforts, which significantly boosted departmental revenue

### **Forever 21**

February 2019 – January 2022

*Assistant Store Manager*

- Managed daily store operations, significantly reduced staff turnover, and consistently met financial targets
- Supervised a diverse team of 35, managed all aspects of scheduling, inventory control, and payroll
- Implemented sales strategies that resulted in an average monthly revenue increase of 30%

### **Pharmacy and Surgical Supplies**

May 2019 – August 2019

*Pharmacy Technician*

- Accurately processed and dispensed over 50 prescriptions daily
- Managed medication labeling, patient communications, and coordinated delivery schedules

## **ADDITIONAL INFORMATION**

*Technical Skills:* Advanced proficiency in Microsoft Excel, Word, SQL, Tableau, ARGUS

*License and Certifications:* Life and Health Insurance License, SIE, Series 7, Series 63

*Languages:* Fluent in Spanish

# 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*  
*Cumulative GPA - 4.0*

**Relevant Courses:** Business Finance, Real Estate Principles, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, Business Communications

**Career Goals:** To establish a successful career in the real estate industry primarily focusing on debt placement in the capital markets.

## PROFESSIONAL EXPERIENCE

### Loss Run Pro

*Customer Success Manager / Sales Intern*

**Missoula, Montana**

*April 2022 - August 2024*

- Enabled leadership decision making by creating detailed sales reports containing key performance indicators including the number of leads converted, number of users added, the 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, contributing to a 96% 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*

- Assisted in the timely and accurate fulfillment of over 1,000 orders daily by maintaining thorough inventory records.
- Collaborated with the product procurement team to minimize unnecessary expenses by conducting regular inventory audits to identify discrepancies between receiving records and inventory records to account for damaged or missing products delivered from vendors.
- Created comprehensive inventory reports for lead-time, restock, and order quantity helping facilitate the operations of a business generating revenue greater than \$5 million annually.

### 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

### Herbert D. Weitzman Institute for Real Estate

*Recruitment Chair*

**Dallas, Texas**

*August 2024 - Present*

- Led recruitment initiatives that resulted in 300 new members and an additional 200 students enrolled in real estate courses.
- Organized events featuring real estate professionals and conducted financial modeling workshops to expand students' real estate knowledge and skills.
- Worked closely with a team of board members to run the largest student organization on campus, with over 1,200 members.

## SKILLS, CERTIFICATIONS, & INTERESTS

### Certifications:

- Break into CRE Advanced Modeling Bootcamp
- Break into CRE Modeling Bootcamp

### Skills:

- ARGUS, Advanced Excel, Salesforce, Advanced Excel, Microsoft Office Suite, Ship Station



# Soniya Murthy

Plano Texas, 75023

214-901-2814 | soniyamurthy214@gmail.com

<https://www.linkedin.com/in/soniya-murthy-323423204/>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance*

Graduation May 2025

**Presidential Excellence in Academics**

## SUMMARY

Detail-oriented Finance Student with proficiency in Excel, Microsoft Office, and financial analysis. Skilled in supporting global mobility tax compliance, business finance process automation, and market research. Experienced in customer relations, team collaboration, and handling high-volume, deadline-driven tasks. Seeking a job to leverage my expertise in finance and business operations while further enhancing my skills in client relations and financial strategy.

## PROFESSIONAL EXPERIENCE

**KPMG** Dallas, Texas

January 2025 – Present

*Global Mobility Services Intern*

- Supported high-impact client engagements, including Chevron, PMI, and Lockheed, delivering tax compliance and document management services under strict deadlines.
- Resolved e-file rejections and ensured accurate, timely submissions using CCH software system.
- Improved processing efficiency through quality checks, issue resolution, and workflow automation.
- Contributed to internal reporting, compliance initiatives, and firmwide service enhancements.

**Coaches Vue** Dallas, Texas

January 2024 – May 2024

*Business Finance Intern*

- Participated in team meetings to discuss new ideas around finance process automation opportunities.
- Performed administrative tasks and assisted with special projects to support finance department operations.
- Shadowed team members to enhance skills and contribute to finance objectives.
- Formulated a new price point for the products sold by conducting market research.

**Lululemon** Plano, Texas

June 2023 – Present

*Educator*

- Utilized data-driven inventory insights to optimize product placement and increase sell-through rates.
- Used problem-solving & critical thinking to address client concerns, ensuring conflict resolution and satisfaction.
- Delivered personalized client experiences, by analyzing behaviors to drive sales and enhance customer loyalty.
- Approached customers and engaged in conversation through use of effective interpersonal and people skills.

**Govindjis** Richardson, Texas

June 2021 – June 2023

*Sales Associate*

- Developed trusting relationships with clients by making personal connections and tailored recommendations.
- Managed & advised high-net-worth clients, driving \$1.5M+ in sales through financial recommendations.
- Assisted teammates with sales-processing tasks to meet daily sales goals by analyzing customer trends.
- Utilized data-driven decision-making to optimize product placements and increase revenue.

## ACTIVITIES AND HONORS

- Financial Leadership Association at University of Texas at Dallas
- Business Professionals of America at University of Texas at Dallas
- Real Estate Club at University of Texas at Dallas

## ADDITIONAL INFORMATION

*Skills:* Financial Analysis and Modeling, Excel, Microsoft Office, Data Analytics, Client Relations, Problem-Solving,

*Languages:* English, Spanish, Kannada

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

*Certification:* Excel Essential Training (Microsoft 365), Professional Tax Preparer Number

**MANUPREET REDDY NASRAPALLI**

972-876-6180, dal284781@utdallas.edu

[www.linkedin.com/in/manupreet-reddy-nasrapalli](https://www.linkedin.com/in/manupreet-reddy-nasrapalli)

7421 Frankford Road, Dallas, TX, 75252

**EDUCATION****The University of Texas, Dallas**

Jan 2027

Master of Science, Management Science

Dean's Excellence Scholarship

**Amity University, India**

May 2024

BS in business administration & Marketing

3.2 GPA

Subjects: Marketing, CRM, MIS, Communication, Entrepreneurship, Supply Chain, Public Relations

**CERTIFICATION**

ARGUS workshop Cash Flow Analysis with UTD

**PROFESSIONAL EXPERIENCE****Innovative Information Technology**

HR Intern June 2023 – August 2023

- Conducted financial data analysis and maintained expense records of 22 employees to support operational efficiency.
- Assisted in compliance research and data management to align with industry best practices.
- Tracked and analysed payroll-related data to ensure cost control and budget adherence. (22 employees)
- Coordinated interview for 47 people and schedules and onboarding processes to improve recruitment efficiency.

**ACADEMIC PROJECTS****ARGUS Financial Analysis Project (UTD)**

- Conducted lease modelling and underwriting for commercial real estate properties.
- Analysed cash flow projections and investment returns using ARGUS Enterprise.
- Developed insights on property valuation and financial structuring to enhance portfolio performance.

**A STUDY ON PRODUCT AND BRAND STRATEGY OF ZOMATO**

- Product and Brand Analysis: Detailed product analysis, user experience, and competitive positioning to study key drivers of customer adoption and retention in Zomato.
- Strategy and Insight for Market Growth: Analysed the branding strategy adopted by Zomato, its partnerships, promotional campaigns, and tactics regarding market development; presented valuable insights related to brand differentiation and growth.

**SKILLS**

Stock Market Analysis, Real Estate Market Insights, Marketing, Sales, Digital Marketing

**LANGUAGES**

English, Hindi, Telugu

**ADDITIONAL INFORMATION**

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



# Gael Ruiz

Dallas, TX; 9563131080; gir200001@utdallas.edu

[linkedin.com/in/gael-ruiz-864615238](https://www.linkedin.com/in/gael-ruiz-864615238)

## EDUCATION

**The University of Texas at Dallas**

May 2026

*Bachelor of Science, Finance, Concentration in Real Estate*

## PROFESSIONAL EXPERIENCE

**Target, Dallas TX**

December 2024 – Present

*Guest Advocate*

- Delivered Drive Up orders in under 120 seconds, consistently meeting company benchmarks—even when fulfilling items and navigating high-traffic store conditions
- Managed an average of 15+ Drive Up and Pick Up orders per shift, ensuring timely service and high guest satisfaction
- Transported storage items to the sales floor and strategically placed inventory to optimize in-store guest experience and product visibility

**Starbucks, Dallas TX**

November 2022 – October 2024

*Barista*

- Assist management with a variety of duties, resulting in 30% less work for store and shift managers
- Successfully maintain store shelf standards and inventory, including rotations of products, proper display of merchandise, and attaching tags, contributing to a 15% increase in sales
- Create connections with customers and deliver the best service possible to make sure they are satisfied with our care

## ACADEMIC PROJECT EXPERIENCE

**Development Research: AXON, Real Estate Markets and Investments**

March 2025

- Analyzed the trade-offs between market-rate and Section 8 rental strategies, highlighting differences in rent potential, turnover, and collection risks
- Created a comparative chart of HUD rent ceilings vs. market-rate rents across ZIP codes to aid investor decision-making
- Evaluated financial sustainability through potential subsidies such as government grants, tax incentives, and private investment partnerships

## ORGANIZATION EXPERIENCE

**Chi Phi Fraternity**

January 2022 – May 2023

- Coordinated and executed 5+ alumni and founder networking events, enhancing organizational visibility and community engagement
- Led the organization of 2+ philanthropic events annually, including blood drives and food packaging initiatives

## ORGANIZATIONS

**Real Estate Club, UT Dallas**

August 2023 – Present

**Association of Latino Professionals for America, UT Dallas**

August 2023 – Present

**Intramural Soccer, UT Dallas**

May 2022 – Present

## ADDITIONAL INFORMATION

*Technical:* MS Office, Tableau, C++, Shopify, Canva

*Skills:* UTD ARGUS Certification, Communication Skills, Customer Service, Cash Management

*Languages:* Native in Spanish

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

*Hobbies:* Wellness and health, soccer, carne asada master

# Brian Vu

(512)767-8907 | [brianvu2002@gmail.com](mailto:brianvu2002@gmail.com) | <https://www.linkedin.com/in/brianvu02/>

## EDUCATION

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### The University of Texas at Dallas

*Bachelor of Arts in Finance*

**Dallas, TX**

*Expected December 2025*

**GPA:** 3.9

**Relevant Coursework:** Corporate Finance, Valuation, Financial Modeling, Data Analytics, Accounting, Risk Analysis

## EXPERIENCE

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### Project Destined (JLL)

*Financial Analyst Intern*

**Dallas, TX**

*September 2023 – November 2023*

- Evaluated a live real estate deal involving the sale and development of a \$25M residential asset
- Built a 5-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates to accurately value a \$25M real estate deal
- Prepared and presented a 15-minute presentation to real estate professionals from Northmarq, Blue Crane, JLL, and other real estate firms
- Received 60+ hours of training on real estate fundamentals, property valuation, deal financing, financial modeling, and market research

### Brookfield Hospice

*Volunteer*

**Austin, TX**

*September 2019 – August 2023*

- Coordinated with the volunteer coordinator, staff, and patients to ensure 100% of healthcare requirements were met timely and correctly
- Increased patient satisfaction and comfort by 10% by continuously visiting, writing, and speaking with patients
- Filed timely and necessary reports about patient wellbeing
- Displayed adaptability through working varied schedules and assisting many patients with different needs and conditions

### Amazon

*Fulfillment Center Associate*

**Austin, TX**

*May 2022 – August 2022*

- Coordinated with coworkers and management ensuring that each operating area was running at 100% capacity
- Collaborated effectively with coworkers and management to ensure that 100% of orders were fulfilled correctly
- Exceeded Amazon's work standard in multiple sectors by 10-15% each day leading to increased order fulfillment

## LEADERSHIP & EXTRACURRICULAR ACTIVITIES

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### Social Entrepreneurship

*Member, Rebuilding Together North Texas*

**Dallas, TX**

*August 2024 – December 2024*

- Collaborated with Rebuilding Together North Texas to develop a strategic road map to aid revenue generation and business development
- Researched and created a repository containing tens of potential government, corporate, and foundation grants
- Developed a road map and strategy for organization fundraising during North Texas Giving Days

### Financial Leadership Association

*Member*

**Dallas, TX**

*September 2023 – Present*

- Attended networking events and workshops provided by professionals from various financial sectors and firms
- Competed in a securities analysis competition gaining practical experience valuing stocks and presenting stock pitches
- Applied various valuation strategies and forecasted financial statements to create stock pitches and analyze market risks

## SKILLS & CERTIFICATIONS

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**Skills:** Microsoft Office (Excel, Word, & PowerPoint), Public speaking, Finance, Communication, Research, Analytics, Leadership, Financial Modeling

**Certifications:** Project Destined Commercial Real Estate Fundamentals Certification, Project Destined Real Estate Financial Modeling Certification





Herbert D. Weitzman  
Institute for Real Estate

# FINANCIAL ANALYST

Career Candidates  
Full-Time Positions

SPRING 2025

# Nisha Bhaidani

Richardson, Texas, 75080; (979)-739-4397; [nishabhaidani545@gmail.com](mailto:nishabhaidani545@gmail.com) | [LinkedIn: linkedin.com/in/nishabhaidani](https://www.linkedin.com/in/nishabhaidani)

## EDUCATION

The University of Texas at Dallas; Bachelor of Science, Finance & Business Administration

December 2025

## PROFESSIONAL EXPERIENCE

Dallas Mavericks, Dallas, Texas

October 2024 – May 2025

### *Business Operations Intern*

- Prepared detailed reports on team operations and business activities to assist in decision-making.
- Facilitated communication between departments to ensure smooth execution of game-day operations and initiatives.
- Conducted research on industry trends to provide actionable insights for operational improvements.

Charles Schwab, Austin, Texas

June 2024 – August 2024

### *Retirement Business Services Intern*

- Assisted in designing a client communication strategy, increasing engagement and reducing queries by 15%.
- Monitored and reported on key performance metrics for retirement accounts, providing actionable feedback to optimize account management practices.
- Analyzed client data and generated insights that aided in developing personalized retirement planning solutions and improved client satisfaction.

Frost Bank, Dallas, Texas

### *Bank Teller*

March 2023 – December 2023

- Provided exceptional customer service by addressing inquiries, resolving customer issues, and offering personalized financial advice.
- Conducted routine account maintenance, including updating account information and assisting with account openings and closings.
- Promoted bank products and services to customers, resulting in increased sales and enhanced client relationships.

Chick-fil-A, College Station, Texas

### *Team Member*

August 2020 – August 2022

- Collaborated with team members to complete tasks efficiently during peak hours, ensuring quick service and minimizing wait times.
- Operated cash registers and processed transactions accurately, maintaining balanced cash drawers and ensuring correct change.
- Assisted with inventory management, including ordering necessary items to support operational needs.

## VOLUNTEER EXPERIENCE

UT Dallas Ismaili Muslim Student Association

### *Finance Chair*

January 2024–Present

- Coordinated with the board to prepare quarterly fiscal reports, facilitating budget planning and decision-making.

Early Childhood Development Center

### *Finance Lead*

January 2024–Present

- Oversaw the development and management of the center's budget, ensuring the growth of the childhood program.

## ADDITIONAL INFORMATION

- *Skills:* Microsoft Excel, Microsoft PowerPoint, Microsoft Word



**EDUCATION****The University of Texas at Dallas – Jindal School of Management***Bachelor of Science in Finance; Computer Science Minor***Richardson, TX***Class of 2026*

- Cumulative GPA: 3.99/4.0; Major GPA: 4.0/4.0
- Honors: Professional Program in Finance 9, AES, Dean's List
- Extracurriculars: Financial Leadership Association, Comet Cupboard

**Coursework:** Business Valuation, Private Equity, Macroeconomics and Financial Markets, Financial Info and Analysis, Financial Management, Investment Management, Business Finance, Financial Modeling, Financial Accounting, Management Accounting

**Skills:** Financial Modeling and Valuation, Financial Reporting, Capital Budgeting, Forecasting, Scenario and Sensitivity Analysis, Data Analysis, Java, Python, Tableau, SQL, Cross-Functional Collaboration, Adaptable, Problem Solving

**ACADEMIC PROJECTS AND LEADERSHIP EXPERIENCE****Financial Leadership Association****Richardson, TX***Consultant*

- Conducted risk assessment and financial modeling to provide strategic recommendations that projected a 20% performance improvement over 5 years for a luxury hotel chain based on a 6.5% CAGR
- Led PR and cybersecurity communication efforts post-data breach, restoring customer confidence and enhancing brand reputation through transparency and security improvements
- Executed due diligence by analyzing financial statements, identifying key valuation drivers, and assessing potential acquisition risks

**Financial Leadership Association****Richardson, TX***Financial Analyst*

- Developed and analyzed income statements, balance sheets, and cash flow statements to create financial projections for Walt Disney, producing detailed reports, a three-statement model, and a DCF model, achieving a 95% accuracy rating
- Placed in the top 15 of a highly competitive Security Analysis Competition through strong team collaboration
- Co-developed investment presentation that received positive feedback from judges and peers for clarity, depth of research, and actionable insights

**HackUTD****Richardson, TX***Finance Coordinator**Feb 2025 – Present*

- Manage and allocate a budget of \$100,000+ for HackUTD, the largest university hackathon in the U.S.
- Utilize Google Suite to streamline transactions and reconcile expenses weekly, ensuring adherence to budgetary constraints
- Coordinate financial risk assessments to optimize resource distribution and mitigate potential funding shortfalls

**CYC****Richardson, TX***Consultant**Feb 2025 – Present*

- Conduct weekly client meetings to present research on funding opportunities, grant applications, and market expansion strategies
- Identify and reach out to potential sponsors and grant providers, increasing funding by 35%
- Devise and implement a marketing strategy to boost client engagement by 25%

**Fintech Club****Richardson, TX***Executive Team Competition Officer**Sep 2024 – Present*

- Contributed to the organization of a large-scale hackathon attracting over 120 participants by overseeing event logistics, streamlining competition details, and enhancing team collaboration
- Produced promotional materials using Canva to increase hackathon participation by 10% in 1 month
- Strategize and execute sponsor outreach strategies, securing partnerships and funding up to \$3,000 to support hackathon growth

**WORK EXPERIENCE****University of Texas at Dallas****Richardson, TX***Student Assistant**Sep 2024 – Present*

- Process customer transactions, including membership purchases, event registrations, and equipment rentals, ensuring accuracy and efficiency
- Provide high-quality customer service by addressing inquiries, resolving payment issues, and coordinating facility access for **100+ patrons daily**

**ADDITIONAL INFORMATION**

**Awards:** HackUTD Goldman Sachs 3<sup>rd</sup> Place Winner, HackUNT overall 2<sup>nd</sup> Place Winner

**Languages:** English (Native), Telugu (Fluent), French (Novice)

**Certifications:** Completed Bloomberg Certification Program, Microsoft Excel and Word

**Interests:** Working out, Soccer, Running, Volunteering

# Adam Farhat

Carrollton, TX 75006 • adamfarhat09@gmail.com • (972) 854-1149 • linkedin.com/in/adam-farhat09

## EDUCATION

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### THE UNIVERSITY OF TEXAS AT DALLAS

Richardson, TX

*Bachelor of Science, Business Administration with Real Estate Investment Management*

Aug. 2022-May 2025

*Relevant Coursework: Real Estate Valuation and Finance, Corporate Finance, and Quantitative Business Analytics*

### DALLAS COLLEGE

Farmers Branch, TX

*Associate of Science, Liberal Sciences*

Aug. 2018-May 2022

## PROFESSIONAL EXPERIENCE

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### LIGHTBULB CAPITAL GROUP

DALLAS, TX

*Asset Management Analyst Intern*

May 2024-Aug. 2024

- Performed comprehensive risk analysis on development projects, improving NIO forecasting accuracy.
- Created financial models using Excel to improve asset performance, driving an increase in investment decision making efficiency through trend analysis and opportunity identification.
- Developed and standardized reporting templates, boosting reporting efficiency using Excel and Tableau.
- Collaborated with senior analysts to evaluate asset valuations, ensuring accurate insights contributed to strategic asset management decisions, leading to an increase in valuation accuracy.

### ZOLI'S NY PIZZA

ADDISON, TX

*To-Go*

Apr. 2023-Aug. 2023

- Facilitated customer interactions by answering phones, processing orders, and managing payments over the phone, handling up to \$500 in transactions daily with accuracy and exceptional service.
- Achieved a 97% average customer satisfaction rate, maintaining high service standards.
- Consistently maintained 100% seating efficiency during peak hours, ensuring prompt and efficient guest accommodation, optimizing dining experiences, and contributing to customer satisfaction.

## ACADEMIC PROJECT EXPERIENCE

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### EDYOUNET

RICHARDSON, TX

*Project Manager*

Aug. 2024-Dec. 2024

- Designed a comprehensive rating system for animators utilizing strategic development techniques, improving evaluation efficiency.
- Researched in-depth market analysis using data analysis techniques to establish evaluation criteria, enhancing the accuracy and reliability of the rating system.
- Presented analytical findings to stakeholders using data visualization tools, ensuring clear communication and 100% alignment with project objectives.

## ADDITIONAL INFORMATION

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- Certifications: Office Specialist: Excel Associate (Office 2019)
- Technical Skills: Microsoft Office, VBA, ARGUS Enterprise, Tableau, SQL, and Google Suite
- Languages: Arabic
- Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions
- Interests: American Football, Horology, and Movies



# Nayeli Lira Gomez

Dallas, Tx.; 469-740-9662; Nayeli.lira123@gmail.com

[www.linkedin.com/in/nayeli-lira-gomez](http://www.linkedin.com/in/nayeli-lira-gomez)

## **EDUCATION**

### **The University of Texas at Dallas**

May 2024

*Bachelor of Science in Finance with a Concentration in Real Estate Management*

- *Real Estate Club*
  - Attended professional workshops on market analysis
  - Participated in networking sessions with real estate professionals.
  - Attended ARGUS and CoStar workshops

## **PROFESSIONAL EXPERIENCE**

### **Charles Schwab**

**May 2024 – Present**

*Stockbroker*

- Execute trades for stocks, bonds, mutual funds, and other securities, managing risk and compliance for daily transactions
- Provide account management support, facilitating deposits, withdrawals, and account modifications
- Enhance client satisfaction by managing client relations, responding promptly and effectively to client inquiries

*Investor Services Intern*

**September 2023 – May 2024**

- Delivered frontline support for over 30 clients daily, addressed and resolved account-related issues
- Collaborated with a team to outline recommendations for workplace efficiency and presented recommendations to executive leadership
- Participated in workshops and training focused on financial markets, investment strategies, and industry regulations

### **Dillard's**

**April 2022 – August 2022**

*Department Manager*

- Directed daily sales strategies for my department, consistently met or exceeded performance targets
- Drove a 15% increase in monthly sales through effective merchandising and implementation of new sales practices
- Orchestrated successful fundraising efforts, which significantly boosted departmental revenue

### **Forever 21**

**February 2019 – January 2022**

*Assistant Store Manager*

- Managed daily store operations, significantly reduced staff turnover, and consistently met financial targets
- Supervised a diverse team of 35, managed all aspects of scheduling, inventory control, and payroll
- Implemented sales strategies that resulted in an average monthly revenue increase of 30%

### **Pharmacy and Surgical Supplies**

**May 2019 – August 2019**

*Pharmacy Technician*

- Accurately processed and dispensed over 50 prescriptions daily
- Managed medication labeling, patient communications, and coordinated delivery schedules

## **ADDITIONAL INFORMATION**

*Technical Skills:* Advanced proficiency in Microsoft Excel, Word, SQL, Tableau, ARGUS

*License and Certifications:* Life and Health Insurance License, SIE, Series 7, Series 63

*Languages:* Fluent in Spanish

# David Huerta

Carrollton, Texas, 75007; Phone; 2544266691; davidhuerta2002@gmail.com

[www.linkedin.com/in/davidhuertarealtor/](http://www.linkedin.com/in/davidhuertarealtor/)

## EDUCATION

### The University of Texas at Dallas

Graduation December 2024

*Bachelor of Science, Finance with concentration on Real Estate*

**GPA: 3.621**

Honors and Scholarship(s): Messenger of Hope Scholarship

18 Hours Dual Credit in High School

Graduated *Cum Laude*

## PROFESSIONAL EXPERIENCE

### 4 Corners Outreach, Plano, TX

June 2024– Present

*Financial Analyst/CEO assistant*

- Reconcile and forecast the financial statements of Costa Rica clinic and day-to-day operations.
- Streamline from the ground up a customer database for daily operations.
- Advise the state of financials and forecasts to the board of directors.

### DHS Realty, Plano, TX

Jan 2024 – Present

*Real Estate Agent/Realtor®*

- Provide expert guidance to clients seeking homes in the DFW market.
- Empower clients with expert guidance and unwavering support throughout their real estate journey.
- Curate personalized housing solutions to satisfy client's unique taste and preferences.

### Let's Fly Realty (INTERSHIP), Dallas, TX

April 2023– July 2023

*Commercial Real Estate Market Analytic*

- Harness extensive market knowledge to offer tailored location solutions for investors.
- Research demographics and financial markets around DFW metroplex best suited for investors.

### Ultima Real Estate, Dallas, TX

May 2021– Jan 2024

*Residential Real Estate Agent/Realtor®*

- Identify and present prime investment opportunities within the DFW Metroplex.
- Analyze demographic and economic trends in the DFW Metroplex.

### The Storehouse Community Center, Plano, TX

October 2020– Present

*Spanish Interpreter and Assistant Outside Manager*

- Serving the food insecurity population of Collin County.
- Facilitate effective communication with clients through bilingual services.
- Manage traffic flow into the premises to maintain steady and safe business operations.

## ORGANIZATION AND LEADERSHIP EXPERIENCE

### Seven Loaves Food Pantry, Spanish Translator

October 2016 – October 2020

- Inspire younger volunteers to continue to help the community with their actions.
- Serve food and care for clients who are experiencing hardships.

### The Storehouse Youth Leadership Council (YLC), College Advisor

July 2020–Present

- Coordinate monthly events for the YLC members.
- Guide the younger members in the planned activities around campus.
- Strategize and implement operational enhancements with YLC advisors.

## SKILLS

- Proactive, Team Leader, Great Listener, Organized.

## ADDITIONAL INFORMATION

*Skills:* Certified in Microsoft Word, Excel, Power Point and UTD ARGUS Certificate

*Languages:* English and Spanish

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



# 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*  
*Cumulative GPA - 4.0*

**Relevant Courses:** Business Finance, Real Estate Principles, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, Business Communications

**Career Goals:** To establish a successful career in the real estate industry primarily focusing on debt placement in the capital markets.

## PROFESSIONAL EXPERIENCE

### Loss Run Pro

*Customer Success Manager / Sales Intern*

**Missoula, Montana**

*April 2022 - August 2024*

- Enabled leadership decision making by creating detailed sales reports containing key performance indicators including the number of leads converted, number of users added, the 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, contributing to a 96% 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*

- Assisted in the timely and accurate fulfillment of over 1,000 orders daily by maintaining thorough inventory records.
- Collaborated with the product procurement team to minimize unnecessary expenses by conducting regular inventory audits to identify discrepancies between receiving records and inventory records to account for damaged or missing products delivered from vendors.
- Created comprehensive inventory reports for lead-time, restock, and order quantity helping facilitate the operations of a business generating revenue greater than \$5 million annually.

### 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

### Herbert D. Weitzman Institute for Real Estate

*Recruitment Chair*

**Dallas, Texas**

*August 2024 - Present*

- Led recruitment initiatives that resulted in 300 new members and an additional 200 students enrolled in real estate courses.
- Organized events featuring real estate professionals and conducted financial modeling workshops to expand students' real estate knowledge and skills.
- Worked closely with a team of board members to run the largest student organization on campus, with over 1,200 members.

## SKILLS, CERTIFICATIONS, & INTERESTS

### Certifications:

- Break into CRE Advanced Modeling Bootcamp
- Break into CRE Modeling Bootcamp

### Skills:

- ARGUS, Advanced Excel, Salesforce, Advanced Excel, Microsoft Office Suite, Ship Station

# Soniya Murthy

Plano Texas, 75023

214-901-2814 | soniyamurthy214@gmail.com

<https://www.linkedin.com/in/soniya-murthy-323423204/>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance*

Graduation May 2025

**Presidential Excellence in Academics**

## SUMMARY

Detail-oriented Finance Student with proficiency in Excel, Microsoft Office, and financial analysis. Skilled in supporting global mobility tax compliance, business finance process automation, and market research. Experienced in customer relations, team collaboration, and handling high-volume, deadline-driven tasks. Seeking a job to leverage my expertise in finance and business operations while further enhancing my skills in client relations and financial strategy.

## PROFESSIONAL EXPERIENCE

**KPMG** Dallas, Texas

January 2025 – Present

*Global Mobility Services Intern*

- Supported high-impact client engagements, including Chevron, PMI, and Lockheed, delivering tax compliance and document management services under strict deadlines.
- Resolved e-file rejections and ensured accurate, timely submissions using CCH software system.
- Improved processing efficiency through quality checks, issue resolution, and workflow automation.
- Contributed to internal reporting, compliance initiatives, and firmwide service enhancements.

**Coaches Vue** Dallas, Texas

January 2024 – May 2024

*Business Finance Intern*

- Participated in team meetings to discuss new ideas around finance process automation opportunities.
- Performed administrative tasks and assisted with special projects to support finance department operations.
- Shadowed team members to enhance skills and contribute to finance objectives.
- Formulated a new price point for the products sold by conducting market research.

**Lululemon** Plano, Texas

June 2023 – Present

*Educator*

- Utilized data-driven inventory insights to optimize product placement and increase sell-through rates.
- Used problem-solving & critical thinking to address client concerns, ensuring conflict resolution and satisfaction.
- Delivered personalized client experiences, by analyzing behaviors to drive sales and enhance customer loyalty.
- Approached customers and engaged in conversation through use of effective interpersonal and people skills.

**Govindjis** Richardson, Texas

June 2021 – June 2023

*Sales Associate*

- Developed trusting relationships with clients by making personal connections and tailored recommendations.
- Managed & advised high-net-worth clients, driving \$1.5M+ in sales through financial recommendations.
- Assisted teammates with sales-processing tasks to meet daily sales goals by analyzing customer trends.
- Utilized data-driven decision-making to optimize product placements and increase revenue.

## ACTIVITIES AND HONORS

- Financial Leadership Association at University of Texas at Dallas
- Business Professionals of America at University of Texas at Dallas
- Real Estate Club at University of Texas at Dallas

## ADDITIONAL INFORMATION

*Skills:* Financial Analysis and Modeling, Excel, Microsoft Office, Data Analytics, Client Relations, Problem-Solving,

*Languages:* English, Spanish, Kannada

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

*Certification:* Excel Essential Training (Microsoft 365), Professional Tax Preparer Number



**MANUPREET REDDY NASRAPALLI**

972-876-6180, dal284781@utdallas.edu

[www.linkedin.com/in/manupreet-reddy-nasrapalli](https://www.linkedin.com/in/manupreet-reddy-nasrapalli)

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**EDUCATION****The University of Texas, Dallas**

Jan 2027

Master of Science, Management Science

Dean's Excellence Scholarship

**Amity University, India**

May 2024

BS in business administration & Marketing

3.2 GPA

Subjects: Marketing, CRM, MIS, Communication, Entrepreneurship, Supply Chain, Public Relations

**CERTIFICATION**

ARGUS workshop Cash Flow Analysis with UTD

**PROFESSIONAL EXPERIENCE****Innovative Information Technology**

HR Intern June 2023 – August 2023

- Conducted financial data analysis and maintained expense records of 22 employees to support operational efficiency.
- Assisted in compliance research and data management to align with industry best practices.
- Tracked and analysed payroll-related data to ensure cost control and budget adherence. (22 employees)
- Coordinated interview for 47 people and schedules and onboarding processes to improve recruitment efficiency.

**ACADEMIC PROJECTS****ARGUS Financial Analysis Project (UTD)**

- Conducted lease modelling and underwriting for commercial real estate properties.
- Analysed cash flow projections and investment returns using ARGUS Enterprise.
- Developed insights on property valuation and financial structuring to enhance portfolio performance.

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- Product and Brand Analysis: Detailed product analysis, user experience, and competitive positioning to study key drivers of customer adoption and retention in Zomato.
- Strategy and Insight for Market Growth: Analysed the branding strategy adopted by Zomato, its partnerships, promotional campaigns, and tactics regarding market development; presented valuable insights related to brand differentiation and growth.

**SKILLS**

Stock Market Analysis, Real Estate Market Insights, Marketing, Sales, Digital Marketing

**LANGUAGES**

English, Hindi, Telugu

**ADDITIONAL INFORMATION**

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

# Jay Visavelia

Wylie, TX, 75098 | 469.588.9604  
jay.visavelia@utdallas.edu | linkedin.com/in/jayvisavelia

## EDUCATION

<b>The University of Texas at Dallas, USA</b>	Aug 2024 – Dec 2025
<i>Master of Science, Finance</i>	3.75
JSOM Graduate New Dean's Excellence Scholarship	
<b>Veer Narmad South Gujarat University, INDIA</b>	Jun 2020 – Apr 2023
<i>Bachelor of Commerce, Accounting &amp; Finance</i>	3.53

## PROFESSIONAL EXPERIENCE

<b>Niren Patel CPA PLLC, Plano, TX, USA</b>	Jan 2023 – Jun 2023
<i>Accounting &amp; Finance Intern</i>	
<ul style="list-style-type: none"><li>• Maintained accurate and up-to-date records with the help of general Ledger to ensure 99% accuracy.</li><li>• Analyzed preaudit financial data, executed field audit reporting to the auditor with the 98% precision.</li><li>• Improved budget preparation and optimized the tax filing process, ensuring compliance with accounting standards.</li><li>• Managed QuickBooks to tally account receivables, account Payable, reconciliation which faster process by 15%.</li><li>• Led variance analysis initiative leveraging VLOOKUP and XLOOKUP to assess actual versus budgeted performance, with findings utilized to optimize resource allocation, resulting in a budget process adopted by 10 team members.</li></ul>	
<b>C6 Lab Grown Diamonds LLP, Surat, Gujarat, India</b>	Jul 2022 – Dec 2022
<i>Financial Assistant Intern</i>	
<ul style="list-style-type: none"><li>• Executed trend assessments and risk evaluations on year-end financial data, delivering actionable insights that enhanced decision-making processes for senior management by identifying three key areas for improvement.</li><li>• Conducted variance examinations on budget versus actuals utilizing VLOOKUP and XLOOKUP techniques to track discrepancies across 15+ accounts ensuring accurate forecasting for future budgets was achieved seamlessly.</li><li>• Developed financial models for scenario analysis, aiding in strategic decision-making and contributing to a 15% improvement in financial planning accuracy.</li><li>• Prepared financial statements and analyzed monthly expenses, improving profitability assessments by 15%.</li></ul>	

## ACADEMIC PROJECT EXPERIENCE

<b>Quantitative Techniques for Financial Analysis   Hypothesis Testing and Regression Analysis</b>	Sept 2024 – Dec 2024
<ul style="list-style-type: none"><li>• Analyzed financial data for 10 companies (5 banking, 5 real estate) over 5-year period, S&amp;P 500 as market rate and 3-month Treasury bills as Risk free rate, calculating key metrics like mean, variance, skewness, and kurtosis.</li><li>• Developed a 10X10 covariance matrix, identifying a 0.75 and 0.52 correlation within banking and real estate stocks.</li><li>• Conducted time series analysis, revealing 15% underperformance of real estate stocks vs. the S&amp;P 500.</li><li>• Conducted volatility through beta calculations, indicating higher market sensitivity in banking stocks. Ran Regression analysis with R<sup>2</sup> value of 0.78, assessing stock performance predictability.</li><li>• Analyzed residual plots to ensure model accuracy, contributing to improved portfolio strategies.</li></ul>	
<b>Financial Accounting   Financial Statement Analysis</b>	Sept 2024 – Nov 2024
<ul style="list-style-type: none"><li>• Developed common-size balance sheets and income statements, along with a detailed stockholder's equity statement, leading to significant clarity in financial comparisons across three key industry sectors.</li><li>• Devised an innovative method for structuring balance sheet evaluations by utilizing standardization techniques on both assets and liabilities sections; achieved quicker turnaround times on financial report generation by 30%.</li><li>• Analyzed financial ratios and conducted time-series and cross-sectional evaluations of profitability and risk metrics.</li><li>• Conducted a comprehensive analysis of liquidity metrics, identifying key financial risks and yielding actionable insights that facilitated a 25% improvement in cash flow management strategies.</li></ul>	

## CERTIFICATIONS

- Bloomberg Market Concepts (BMC), Certified Management Accountant (CMA Part 1 Passed), IMA Data Analytics and Visualization Fundamentals Certificate, IMA's Robotic Process Automation Series, Intuit Academy Bookkeeping Exam, Introduction to Generative AI, Excel MS 365
- Work Eligibility: Permanent Resident of the United States. (No Restrictions)



# Brian Vu

(512)767-8907 | [brianvu2002@gmail.com](mailto:brianvu2002@gmail.com) | <https://www.linkedin.com/in/brianvu02/>

## EDUCATION

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### The University of Texas at Dallas

*Bachelor of Arts in Finance*

**Dallas, TX**

*Expected December 2025*

**GPA:** 3.9

**Relevant Coursework:** Corporate Finance, Valuation, Financial Modeling, Data Analytics, Accounting, Risk Analysis

## EXPERIENCE

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### Project Destined (JLL)

*Financial Analyst Intern*

**Dallas, TX**

*September 2023 – November 2023*

- Evaluated a live real estate deal involving the sale and development of a \$25M residential asset
- Built a 5-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates to accurately value a \$25M real estate deal
- Prepared and presented a 15-minute presentation to real estate professionals from Northmarq, Blue Crane, JLL, and other real estate firms
- Received 60+ hours of training on real estate fundamentals, property valuation, deal financing, financial modeling, and market research

### Brookfield Hospice

*Volunteer*

**Austin, TX**

*September 2019 – August 2023*

- Coordinated with the volunteer coordinator, staff, and patients to ensure 100% of healthcare requirements were met timely and correctly
- Increased patient satisfaction and comfort by 10% by continuously visiting, writing, and speaking with patients
- Filed timely and necessary reports about patient wellbeing
- Displayed adaptability through working varied schedules and assisting many patients with different needs and conditions

### Amazon

*Fulfillment Center Associate*

**Austin, TX**

*May 2022 – August 2022*

- Coordinated with coworkers and management ensuring that each operating area was running at 100% capacity
- Collaborated effectively with coworkers and management to ensure that 100% of orders were fulfilled correctly
- Exceeded Amazon's work standard in multiple sectors by 10-15% each day leading to increased order fulfillment

## LEADERSHIP & EXTRACURRICULAR ACTIVITIES

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### Social Entrepreneurship

*Member, Rebuilding Together North Texas*

**Dallas, TX**

*August 2024 – December 2024*

- Collaborated with Rebuilding Together North Texas to develop a strategic road map to aid revenue generation and business development
- Researched and created a repository containing tens of potential government, corporate, and foundation grants
- Developed a road map and strategy for organization fundraising during North Texas Giving Days

### Financial Leadership Association

*Member*

**Dallas, TX**

*September 2023 – Present*

- Attended networking events and workshops provided by professionals from various financial sectors and firms
- Competed in a securities analysis competition gaining practical experience valuing stocks and presenting stock pitches
- Applied various valuation strategies and forecasted financial statements to create stock pitches and analyze market risks

## SKILLS & CERTIFICATIONS

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**Skills:** Microsoft Office (Excel, Word, & PowerPoint), Public speaking, Finance, Communication, Research, Analytics, Leadership, Financial Modeling

**Certifications:** Project Destined Commercial Real Estate Fundamentals Certification, Project Destined Real Estate Financial Modeling Certification



Herbert D. Weitzman  
Institute for Real Estate

# LENDING

Career Candidates  
Full-Time Positions

S P R I N G 2 0 2 5



# Nisha Bhaidani

Richardson, Texas, 75080; (979)-739-4397; [nishabhaidani545@gmail.com](mailto:nishabhaidani545@gmail.com) | [LinkedIn: linkedin.com/in/nishabhaidani](https://www.linkedin.com/in/nishabhaidani)

## EDUCATION

The University of Texas at Dallas; Bachelor of Science, Finance & Business Administration

December 2025

## PROFESSIONAL EXPERIENCE

Dallas Mavericks, Dallas, Texas

October 2024 – May 2025

### *Business Operations Intern*

- Prepared detailed reports on team operations and business activities to assist in decision-making.
- Facilitated communication between departments to ensure smooth execution of game-day operations and initiatives.
- Conducted research on industry trends to provide actionable insights for operational improvements.

Charles Schwab, Austin, Texas

June 2024 – August 2024

### *Retirement Business Services Intern*

- Assisted in designing a client communication strategy, increasing engagement and reducing queries by 15%.
- Monitored and reported on key performance metrics for retirement accounts, providing actionable feedback to optimize account management practices.
- Analyzed client data and generated insights that aided in developing personalized retirement planning solutions and improved client satisfaction.

Frost Bank, Dallas, Texas

### *Bank Teller*

March 2023 – December 2023

- Provided exceptional customer service by addressing inquiries, resolving customer issues, and offering personalized financial advice.
- Conducted routine account maintenance, including updating account information and assisting with account openings and closings.
- Promoted bank products and services to customers, resulting in increased sales and enhanced client relationships.

Chick-fil-A, College Station, Texas

### *Team Member*

August 2020 – August 2022

- Collaborated with team members to complete tasks efficiently during peak hours, ensuring quick service and minimizing wait times.
- Operated cash registers and processed transactions accurately, maintaining balanced cash drawers and ensuring correct change.
- Assisted with inventory management, including ordering necessary items to support operational needs.

## VOLUNTEER EXPERIENCE

UT Dallas Ismaili Muslim Student Association

### *Finance Chair*

January 2024–Present

- Coordinated with the board to prepare quarterly fiscal reports, facilitating budget planning and decision-making.

Early Childhood Development Center

### *Finance Lead*

January 2024–Present

- Oversaw the development and management of the center's budget, ensuring the growth of the childhood program.

## ADDITIONAL INFORMATION

- *Skills:* Microsoft Excel, Microsoft PowerPoint, Microsoft Word

**EDUCATION****The University of Texas at Dallas – Jindal School of Management***Bachelor of Science in Finance; Computer Science Minor***Richardson, TX***Class of 2026*

- Cumulative GPA: 3.99/4.0; Major GPA: 4.0/4.0
- Honors: Professional Program in Finance 9, AES, Dean's List
- Extracurriculars: Financial Leadership Association, Comet Cupboard

**Coursework:** Business Valuation, Private Equity, Macroeconomics and Financial Markets, Financial Info and Analysis, Financial Management, Investment Management, Business Finance, Financial Modeling, Financial Accounting, Management Accounting

**Skills:** Financial Modeling and Valuation, Financial Reporting, Capital Budgeting, Forecasting, Scenario and Sensitivity Analysis, Data Analysis, Java, Python, Tableau, SQL, Cross-Functional Collaboration, Adaptable, Problem Solving

**ACADEMIC PROJECTS AND LEADERSHIP EXPERIENCE****Financial Leadership Association****Richardson, TX***Consultant*

- Conducted risk assessment and financial modeling to provide strategic recommendations that projected a 20% performance improvement over 5 years for a luxury hotel chain based on a 6.5% CAGR
- Led PR and cybersecurity communication efforts post-data breach, restoring customer confidence and enhancing brand reputation through transparency and security improvements
- Executed due diligence by analyzing financial statements, identifying key valuation drivers, and assessing potential acquisition risks

**Financial Leadership Association****Richardson, TX***Financial Analyst*

- Developed and analyzed income statements, balance sheets, and cash flow statements to create financial projections for Walt Disney, producing detailed reports, a three-statement model, and a DCF model, achieving a 95% accuracy rating
- Placed in the top 15 of a highly competitive Security Analysis Competition through strong team collaboration
- Co-developed investment presentation that received positive feedback from judges and peers for clarity, depth of research, and actionable insights

**HackUTD****Richardson, TX***Finance Coordinator**Feb 2025 – Present*

- Manage and allocate a budget of \$100,000+ for HackUTD, the largest university hackathon in the U.S.
- Utilize Google Suite to streamline transactions and reconcile expenses weekly, ensuring adherence to budgetary constraints
- Coordinate financial risk assessments to optimize resource distribution and mitigate potential funding shortfalls

**CYC****Richardson, TX***Consultant**Feb 2025 – Present*

- Conduct weekly client meetings to present research on funding opportunities, grant applications, and market expansion strategies
- Identify and reach out to potential sponsors and grant providers, increasing funding by 35%
- Devise and implement a marketing strategy to boost client engagement by 25%

**Fintech Club****Richardson, TX***Executive Team Competition Officer**Sep 2024 – Present*

- Contributed to the organization of a large-scale hackathon attracting over 120 participants by overseeing event logistics, streamlining competition details, and enhancing team collaboration
- Produced promotional materials using Canva to increase hackathon participation by 10% in 1 month
- Strategize and execute sponsor outreach strategies, securing partnerships and funding up to \$3,000 to support hackathon growth

**WORK EXPERIENCE****University of Texas at Dallas****Richardson, TX***Student Assistant**Sep 2024 – Present*

- Process customer transactions, including membership purchases, event registrations, and equipment rentals, ensuring accuracy and efficiency
- Provide high-quality customer service by addressing inquiries, resolving payment issues, and coordinating facility access for **100+ patrons daily**

**ADDITIONAL INFORMATION**

**Awards:** HackUTD Goldman Sachs 3<sup>rd</sup> Place Winner, HackUNT overall 2<sup>nd</sup> Place Winner

**Languages:** English (Native), Telugu (Fluent), French (Novice)

**Certifications:** Completed Bloomberg Certification Program, Microsoft Excel and Word

**Interests:** Working out, Soccer, Running, Volunteering

# Adam Farhat

Carrollton, TX 75006 • adamfarhat09@gmail.com • (972) 854-1149 • linkedin.com/in/adam-farhat09

## EDUCATION

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### THE UNIVERSITY OF TEXAS AT DALLAS

Richardson, TX

*Bachelor of Science, Business Administration with Real Estate Investment Management*

Aug. 2022-May 2025

*Relevant Coursework: Real Estate Valuation and Finance, Corporate Finance, and Quantitative Business Analytics*

### DALLAS COLLEGE

Farmers Branch, TX

*Associate of Science, Liberal Sciences*

Aug. 2018-May 2022

## PROFESSIONAL EXPERIENCE

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### LIGHTBULB CAPITAL GROUP

DALLAS, TX

*Asset Management Analyst Intern*

May 2024-Aug. 2024

- Performed comprehensive risk analysis on development projects, improving NIO forecasting accuracy.
- Created financial models using Excel to improve asset performance, driving an increase in investment decision making efficiency through trend analysis and opportunity identification.
- Developed and standardized reporting templates, boosting reporting efficiency using Excel and Tableau.
- Collaborated with senior analysts to evaluate asset valuations, ensuring accurate insights contributed to strategic asset management decisions, leading to an increase in valuation accuracy.

### ZOLI'S NY PIZZA

ADDISON, TX

*To-Go*

Apr. 2023-Aug. 2023

- Facilitated customer interactions by answering phones, processing orders, and managing payments over the phone, handling up to \$500 in transactions daily with accuracy and exceptional service.
- Achieved a 97% average customer satisfaction rate, maintaining high service standards.
- Consistently maintained 100% seating efficiency during peak hours, ensuring prompt and efficient guest accommodation, optimizing dining experiences, and contributing to customer satisfaction.

## ACADEMIC PROJECT EXPERIENCE

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### EDYOUNET

RICHARDSON, TX

*Project Manager*

Aug. 2024-Dec. 2024

- Designed a comprehensive rating system for animators utilizing strategic development techniques, improving evaluation efficiency.
- Researched in-depth market analysis using data analysis techniques to establish evaluation criteria, enhancing the accuracy and reliability of the rating system.
- Presented analytical findings to stakeholders using data visualization tools, ensuring clear communication and 100% alignment with project objectives.

## ADDITIONAL INFORMATION

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- Certifications: Office Specialist: Excel Associate (Office 2019)
- Technical Skills: Microsoft Office, VBA, ARGUS Enterprise, Tableau, SQL, and Google Suite
- Languages: Arabic
- Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions
- Interests: American Football, Horology, and Movies



# Nayeli Lira Gomez

Dallas, Tx.; 469-740-9662; Nayeli.lira123@gmail.com

[www.linkedin.com/in/nayeli-lira-gomez](http://www.linkedin.com/in/nayeli-lira-gomez)

## **EDUCATION**

### **The University of Texas at Dallas**

May 2024

*Bachelor of Science in Finance with a Concentration in Real Estate Management*

- *Real Estate Club*
  - Attended professional workshops on market analysis
  - Participated in networking sessions with real estate professionals.
  - Attended ARGUS and CoStar workshops

## **PROFESSIONAL EXPERIENCE**

### **Charles Schwab**

May 2024 – Present

*Stockbroker*

- Execute trades for stocks, bonds, mutual funds, and other securities, managing risk and compliance for daily transactions
- Provide account management support, facilitating deposits, withdrawals, and account modifications
- Enhance client satisfaction by managing client relations, responding promptly and effectively to client inquiries

*Investor Services Intern*

September 2023 – May 2024

- Delivered frontline support for over 30 clients daily, addressed and resolved account-related issues
- Collaborated with a team to outline recommendations for workplace efficiency and presented recommendations to executive leadership
- Participated in workshops and training focused on financial markets, investment strategies, and industry regulations

### **Dillard's**

April 2022 – August 2022

*Department Manager*

- Directed daily sales strategies for my department, consistently met or exceeded performance targets
- Drove a 15% increase in monthly sales through effective merchandising and implementation of new sales practices
- Orchestrated successful fundraising efforts, which significantly boosted departmental revenue

### **Forever 21**

February 2019 – January 2022

*Assistant Store Manager*

- Managed daily store operations, significantly reduced staff turnover, and consistently met financial targets
- Supervised a diverse team of 35, managed all aspects of scheduling, inventory control, and payroll
- Implemented sales strategies that resulted in an average monthly revenue increase of 30%

### **Pharmacy and Surgical Supplies**

May 2019 – August 2019

*Pharmacy Technician*

- Accurately processed and dispensed over 50 prescriptions daily
- Managed medication labeling, patient communications, and coordinated delivery schedules

## **ADDITIONAL INFORMATION**

*Technical Skills:* Advanced proficiency in Microsoft Excel, Word, SQL, Tableau, ARGUS

*License and Certifications:* Life and Health Insurance License, SIE, Series 7, Series 63

*Languages:* Fluent in Spanish

# 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*  
*Cumulative GPA - 4.0*

**Relevant Courses:** Business Finance, Real Estate Principles, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, Business Communications

**Career Goals:** To establish a successful career in the real estate industry primarily focusing on debt placement in the capital markets.

## PROFESSIONAL EXPERIENCE

### Loss Run Pro

*Customer Success Manager / Sales Intern*

**Missoula, Montana**

*April 2022 - August 2024*

- Enabled leadership decision making by creating detailed sales reports containing key performance indicators including the number of leads converted, number of users added, the 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, contributing to a 96% 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*

- Assisted in the timely and accurate fulfillment of over 1,000 orders daily by maintaining thorough inventory records.
- Collaborated with the product procurement team to minimize unnecessary expenses by conducting regular inventory audits to identify discrepancies between receiving records and inventory records to account for damaged or missing products delivered from vendors.
- Created comprehensive inventory reports for lead-time, restock, and order quantity helping facilitate the operations of a business generating revenue greater than \$5 million annually.

### 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

### Herbert D. Weitzman Institute for Real Estate

*Recruitment Chair*

**Dallas, Texas**

*August 2024 - Present*

- Led recruitment initiatives that resulted in 300 new members and an additional 200 students enrolled in real estate courses.
- Organized events featuring real estate professionals and conducted financial modeling workshops to expand students' real estate knowledge and skills.
- Worked closely with a team of board members to run the largest student organization on campus, with over 1,200 members.

## SKILLS, CERTIFICATIONS, & INTERESTS

### Certifications:

- Break into CRE Advanced Modeling Bootcamp
- Break into CRE Modeling Bootcamp

### Skills:

- ARGUS, Advanced Excel, Salesforce, Advanced Excel, Microsoft Office Suite, Ship Station

# Soniya Murthy

Plano Texas, 75023

214-901-2814 | soniyamurthy214@gmail.com

<https://www.linkedin.com/in/soniya-murthy-323423204/>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance*

Graduation May 2025

**Presidential Excellence in Academics**

## SUMMARY

Detail-oriented Finance Student with proficiency in Excel, Microsoft Office, and financial analysis. Skilled in supporting global mobility tax compliance, business finance process automation, and market research. Experienced in customer relations, team collaboration, and handling high-volume, deadline-driven tasks. Seeking a job to leverage my expertise in finance and business operations while further enhancing my skills in client relations and financial strategy.

## PROFESSIONAL EXPERIENCE

**KPMG** Dallas, Texas

January 2025 – Present

*Global Mobility Services Intern*

- Supported high-impact client engagements, including Chevron, PMI, and Lockheed, delivering tax compliance and document management services under strict deadlines.
- Resolved e-file rejections and ensured accurate, timely submissions using CCH software system.
- Improved processing efficiency through quality checks, issue resolution, and workflow automation.
- Contributed to internal reporting, compliance initiatives, and firmwide service enhancements.

**Coaches Vue** Dallas, Texas

January 2024 – May 2024

*Business Finance Intern*

- Participated in team meetings to discuss new ideas around finance process automation opportunities.
- Performed administrative tasks and assisted with special projects to support finance department operations.
- Shadowed team members to enhance skills and contribute to finance objectives.
- Formulated a new price point for the products sold by conducting market research.

**Lululemon** Plano, Texas

June 2023 – Present

*Educator*

- Utilized data-driven inventory insights to optimize product placement and increase sell-through rates.
- Used problem-solving & critical thinking to address client concerns, ensuring conflict resolution and satisfaction.
- Delivered personalized client experiences, by analyzing behaviors to drive sales and enhance customer loyalty.
- Approached customers and engaged in conversation through use of effective interpersonal and people skills.

**Govindjis** Richardson, Texas

June 2021 – June 2023

*Sales Associate*

- Developed trusting relationships with clients by making personal connections and tailored recommendations.
- Managed & advised high-net-worth clients, driving \$1.5M+ in sales through financial recommendations.
- Assisted teammates with sales-processing tasks to meet daily sales goals by analyzing customer trends.
- Utilized data-driven decision-making to optimize product placements and increase revenue.

## ACTIVITIES AND HONORS

- Financial Leadership Association at University of Texas at Dallas
- Business Professionals of America at University of Texas at Dallas
- Real Estate Club at University of Texas at Dallas

## ADDITIONAL INFORMATION

*Skills:* Financial Analysis and Modeling, Excel, Microsoft Office, Data Analytics, Client Relations, Problem-Solving,

*Languages:* English, Spanish, Kannada

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

*Certification:* Excel Essential Training (Microsoft 365), Professional Tax Preparer Number



# Jaiom Rola

Austin, TX | 512-925-7423 | jaiomrola@gmail.com | github.com/justjaiom | linkedin.com/in/jaiom-rola

## EDUCATION

### Bachelor of Science in Computer Science

The University of Texas at Dallas, Richardson, TX

Anticipated May, 2027

GPA: 3.5/4.0

## PROFESSIONAL EXPERIENCE

### Goldman Sachs Engineering Summit

Apprenticeship

Remote

December 2024 - Present

- Participated in 3 comprehensive job simulations, engaging in tasks such as cracking leaked password databases to identify security vulnerabilities and propose enhancements to increase security by 10%.
- Collaborated with a diverse team to develop a scalable software solution, implementing a modular architecture and optimizing database queries, which resulted in a 15% increase in processing efficiency.

### Serent Capital + Crosslake Technologies

Cyber Security Intern

Austin, Texas

May 2024 - August 2024

- Conducted 10 penetration tests, identifying 25 vulnerabilities, which enhanced the overall security posture by 10%, demonstrating a proactive approach to risk management and enriching knowledge of cybersecurity best practices.
- Collaborated with former CFOs, CTOs, and CSOs to perform comprehensive vulnerability assessments on 5 portfolio companies using 18 CIS V8 controls resulting in 20% targeted security improvements.

### Ojo Labs

Full Stack Software Engineering Intern

Austin Texas

May 2022 - August 2022

- Led the development of a minimum viable product (MVP) for a relationship timeline feature, enhancing client relationship tracking for real estate agents and improving daily operational efficiency.
- Collaborated with design interns to clarify action meanings and implement design enhancements, resulting in a 15% increase in user interface satisfaction and improved user experience.

### Code 2 College

Full Stack Software Engineering Student

Austin Texas

September 2020 - May 2024

- Selected from 300 candidates for internships with major tech companies, gaining foundational programming skills in Git, Jira, Python, JavaScript, and HTML showcasing strong object-oriented programming skills
- Completed a data analytics course, mastering statistical analysis, visualization, and machine learning to drive data-driven decision-making for real-world business challenges.

## PROJECTS

### UTD Nebula Labs - Trends

August 2024 - Present

- Contributed to the development and maintenance of UTD-Trends, a data visualization tool that enables students to analyze historical course and section data using the Nebula API and Rate My Professor API.
- Utilized React.js for front-end development and Node.js for back-end, achieving a 30% improvement in page load times and a 20% increase in user engagement through a responsive and user-friendly interface.

### Legal Whiz

March 2025

- Designed and deployed LegalWhiz, a full-stack SaaS platform using Next.js 14, Clerk, Supabase, OpenAI, and shadcn/ui to generate legally compliant business documents such as NDAs and privacy policies via natural language input.
- Integrated secure user authentication, document history tracking, and AI content generation, enabling authenticated users to generate and manage legal documents with personalized context input and copy-to-clipboard features.

### FUB Digital - Web Development Agency

May 2023 - August 2024

- Developed scalable websites for clients, optimizing user experience and increasing engagement and conversions by 30%, demonstrating a strong focus on client success.
- Leveraged data-driven analytics to monitor website performance, enabling informed, data-backed optimizations for continuous improvement; Employed SvelteKit, JavaScript, and Email.js API for all projects, deploying via Vercel

## Additional Information

**Technical Skills:** C++, Python, JavaScript, TypeScript, SQL, PHP

**Technologies:** Node JS, React, Svelte, Flutter, Vite, Next JS, Git, Jira, Excel

**Languages:** English, Gujarati

**Interests:** Machine Learning, Web Development, Basketball, Music Composing

**Work Eligibility:** U.S Citizen

# Gael Ruiz

Dallas, TX; 9563131080; gir200001@utdallas.edu

[linkedin.com/in/gael-ruiz-864615238](https://www.linkedin.com/in/gael-ruiz-864615238)

## EDUCATION

**The University of Texas at Dallas**

May 2026

*Bachelor of Science, Finance, Concentration in Real Estate*

## PROFESSIONAL EXPERIENCE

**Target, Dallas TX**

December 2024 – Present

*Guest Advocate*

- Delivered Drive Up orders in under 120 seconds, consistently meeting company benchmarks—even when fulfilling items and navigating high-traffic store conditions
- Managed an average of 15+ Drive Up and Pick Up orders per shift, ensuring timely service and high guest satisfaction
- Transported storage items to the sales floor and strategically placed inventory to optimize in-store guest experience and product visibility

**Starbucks, Dallas TX**

November 2022 – October 2024

*Barista*

- Assist management with a variety of duties, resulting in 30% less work for store and shift managers
- Successfully maintain store shelf standards and inventory, including rotations of products, proper display of merchandise, and attaching tags, contributing to a 15% increase in sales
- Create connections with customers and deliver the best service possible to make sure they are satisfied with our care

## ACADEMIC PROJECT EXPERIENCE

**Development Research: AXON, Real Estate Markets and Investments**

March 2025

- Analyzed the trade-offs between market-rate and Section 8 rental strategies, highlighting differences in rent potential, turnover, and collection risks
- Created a comparative chart of HUD rent ceilings vs. market-rate rents across ZIP codes to aid investor decision-making
- Evaluated financial sustainability through potential subsidies such as government grants, tax incentives, and private investment partnerships

## ORGANIZATION EXPERIENCE

**Chi Phi Fraternity**

January 2022 – May 2023

- Coordinated and executed 5+ alumni and founder networking events, enhancing organizational visibility and community engagement
- Led the organization of 2+ philanthropic events annually, including blood drives and food packaging initiatives

## ORGANIZATIONS

**Real Estate Club, UT Dallas**

August 2023 – Present

**Association of Latino Professionals for America, UT Dallas**

August 2023 – Present

**Intramural Soccer, UT Dallas**

May 2022 – Present

## ADDITIONAL INFORMATION

*Technical:* MS Office, Tableau, C++, Shopify, Canva

*Skills:* UTD ARGUS Certification, Communication Skills, Customer Service, Cash Management

*Languages:* Native in Spanish

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

*Hobbies:* Wellness and health, soccer, carne asada master

# Brian Vu

(512)767-8907 | [brianvu2002@gmail.com](mailto:brianvu2002@gmail.com) | <https://www.linkedin.com/in/brianvu02/>

## EDUCATION

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### The University of Texas at Dallas

Bachelor of Arts in Finance

Dallas, TX

Expected December 2025

GPA: 3.9

**Relevant Coursework:** Corporate Finance, Valuation, Financial Modeling, Data Analytics, Accounting, Risk Analysis

## EXPERIENCE

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### Project Destined (JLL)

Financial Analyst Intern

Dallas, TX

September 2023 – November 2023

- Evaluated a live real estate deal involving the sale and development of a \$25M residential asset
- Built a 5-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates to accurately value a \$25M real estate deal
- Prepared and presented a 15-minute presentation to real estate professionals from Northmarq, Blue Crane, JLL, and other real estate firms
- Received 60+ hours of training on real estate fundamentals, property valuation, deal financing, financial modeling, and market research

### Brookfield Hospice

Volunteer

Austin, TX

September 2019 – August 2023

- Coordinated with the volunteer coordinator, staff, and patients to ensure 100% of healthcare requirements were met timely and correctly
- Increased patient satisfaction and comfort by 10% by continuously visiting, writing, and speaking with patients
- Filed timely and necessary reports about patient wellbeing
- Displayed adaptability through working varied schedules and assisting many patients with different needs and conditions

### Amazon

Fulfillment Center Associate

Austin, TX

May 2022 – August 2022

- Coordinated with coworkers and management ensuring that each operating area was running at 100% capacity
- Collaborated effectively with coworkers and management to ensure that 100% of orders were fulfilled correctly
- Exceeded Amazon's work standard in multiple sectors by 10-15% each day leading to increased order fulfillment

## LEADERSHIP & EXTRACURRICULAR ACTIVITIES

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### Social Entrepreneurship

Member, Rebuilding Together North Texas

Dallas, TX

August 2024 – December 2024

- Collaborated with Rebuilding Together North Texas to develop a strategic road map to aid revenue generation and business development
- Researched and created a repository containing tens of potential government, corporate, and foundation grants
- Developed a road map and strategy for organization fundraising during North Texas Giving Days

### Financial Leadership Association

Member

Dallas, TX

September 2023 – Present

- Attended networking events and workshops provided by professionals from various financial sectors and firms
- Competed in a securities analysis competition gaining practical experience valuing stocks and presenting stock pitches
- Applied various valuation strategies and forecasted financial statements to create stock pitches and analyze market risks

## SKILLS & CERTIFICATIONS

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**Skills:** Microsoft Office (Excel, Word, & PowerPoint), Public speaking, Finance, Communication, Research, Analytics, Leadership, Financial Modeling

**Certifications:** Project Destined Commercial Real Estate Fundamentals Certification, Project Destined Real Estate Financial Modeling Certification





Herbert D. Weitzman  
Institute for Real Estate

# MARKETING

Career Candidates  
Full-Time Positions

S P R I N G 2 0 2 5

# Nisha Bhaidani

Richardson, Texas, 75080; (979)-739-4397; [nishabhaidani545@gmail.com](mailto:nishabhaidani545@gmail.com) | [LinkedIn: linkedin.com/in/nishabhaidani](https://www.linkedin.com/in/nishabhaidani)

## EDUCATION

The University of Texas at Dallas; Bachelor of Science, Finance & Business Administration

December 2025

## PROFESSIONAL EXPERIENCE

Dallas Mavericks, Dallas, Texas

October 2024 – May 2025

### *Business Operations Intern*

- Prepared detailed reports on team operations and business activities to assist in decision-making.
- Facilitated communication between departments to ensure smooth execution of game-day operations and initiatives.
- Conducted research on industry trends to provide actionable insights for operational improvements.

Charles Schwab, Austin, Texas

June 2024 – August 2024

### *Retirement Business Services Intern*

- Assisted in designing a client communication strategy, increasing engagement and reducing queries by 15%.
- Monitored and reported on key performance metrics for retirement accounts, providing actionable feedback to optimize account management practices.
- Analyzed client data and generated insights that aided in developing personalized retirement planning solutions and improved client satisfaction.

Frost Bank, Dallas, Texas

### *Bank Teller*

March 2023 – December 2023

- Provided exceptional customer service by addressing inquiries, resolving customer issues, and offering personalized financial advice.
- Conducted routine account maintenance, including updating account information and assisting with account openings and closings.
- Promoted bank products and services to customers, resulting in increased sales and enhanced client relationships.

Chick-fil-A, College Station, Texas

### *Team Member*

August 2020 – August 2022

- Collaborated with team members to complete tasks efficiently during peak hours, ensuring quick service and minimizing wait times.
- Operated cash registers and processed transactions accurately, maintaining balanced cash drawers and ensuring correct change.
- Assisted with inventory management, including ordering necessary items to support operational needs.

## VOLUNTEER EXPERIENCE

UT Dallas Ismaili Muslim Student Association

### *Finance Chair*

January 2024–Present

- Coordinated with the board to prepare quarterly fiscal reports, facilitating budget planning and decision-making.

Early Childhood Development Center

### *Finance Lead*

January 2024–Present

- Oversaw the development and management of the center's budget, ensuring the growth of the childhood program.

## ADDITIONAL INFORMATION

- *Skills:* Microsoft Excel, Microsoft PowerPoint, Microsoft Word

# Adam Farhat

Carrollton, TX 75006 • adamfarhat09@gmail.com • (972) 854-1149 • linkedin.com/in/adam-farhat09

## EDUCATION

---

### THE UNIVERSITY OF TEXAS AT DALLAS

Richardson, TX

*Bachelor of Science, Business Administration with Real Estate Investment Management*

Aug. 2022-May 2025

*Relevant Coursework: Real Estate Valuation and Finance, Corporate Finance, and Quantitative Business Analytics*

### DALLAS COLLEGE

Farmers Branch, TX

*Associate of Science, Liberal Sciences*

Aug. 2018-May 2022

## PROFESSIONAL EXPERIENCE

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### LIGHTBULB CAPITAL GROUP

DALLAS, TX

*Asset Management Analyst Intern*

May 2024-Aug. 2024

- Performed comprehensive risk analysis on development projects, improving NIO forecasting accuracy.
- Created financial models using Excel to improve asset performance, driving an increase in investment decision making efficiency through trend analysis and opportunity identification.
- Developed and standardized reporting templates, boosting reporting efficiency using Excel and Tableau.
- Collaborated with senior analysts to evaluate asset valuations, ensuring accurate insights contributed to strategic asset management decisions, leading to an increase in valuation accuracy.

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ADDISON, TX

*To-Go*

Apr. 2023-Aug. 2023

- Facilitated customer interactions by answering phones, processing orders, and managing payments over the phone, handling up to \$500 in transactions daily with accuracy and exceptional service.
- Achieved a 97% average customer satisfaction rate, maintaining high service standards.
- Consistently maintained 100% seating efficiency during peak hours, ensuring prompt and efficient guest accommodation, optimizing dining experiences, and contributing to customer satisfaction.

## ACADEMIC PROJECT EXPERIENCE

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### EDYOUNET

RICHARDSON, TX

*Project Manager*

Aug. 2024-Dec. 2024

- Designed a comprehensive rating system for animators utilizing strategic development techniques, improving evaluation efficiency.
- Researched in-depth market analysis using data analysis techniques to establish evaluation criteria, enhancing the accuracy and reliability of the rating system.
- Presented analytical findings to stakeholders using data visualization tools, ensuring clear communication and 100% alignment with project objectives.

## ADDITIONAL INFORMATION

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- Certifications: Office Specialist: Excel Associate (Office 2019)
- Technical Skills: Microsoft Office, VBA, ARGUS Enterprise, Tableau, SQL, and Google Suite
- Languages: Arabic
- Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions
- Interests: American Football, Horology, and Movies



# Nayeli Lira Gomez

Dallas, Tx.; 469-740-9662; Nayeli.lira123@gmail.com

[www.linkedin.com/in/nayeli-lira-gomez](http://www.linkedin.com/in/nayeli-lira-gomez)

## **EDUCATION**

### **The University of Texas at Dallas**

May 2024

*Bachelor of Science in Finance with a Concentration in Real Estate Management*

- *Real Estate Club*
  - Attended professional workshops on market analysis
  - Participated in networking sessions with real estate professionals.
  - Attended ARGUS and CoStar workshops

## **PROFESSIONAL EXPERIENCE**

### **Charles Schwab**

**May 2024 – Present**

*Stockbroker*

- Execute trades for stocks, bonds, mutual funds, and other securities, managing risk and compliance for daily transactions
- Provide account management support, facilitating deposits, withdrawals, and account modifications
- Enhance client satisfaction by managing client relations, responding promptly and effectively to client inquiries

*Investor Services Intern*

**September 2023 – May 2024**

- Delivered frontline support for over 30 clients daily, addressed and resolved account-related issues
- Collaborated with a team to outline recommendations for workplace efficiency and presented recommendations to executive leadership
- Participated in workshops and training focused on financial markets, investment strategies, and industry regulations

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**April 2022 – August 2022**

*Department Manager*

- Directed daily sales strategies for my department, consistently met or exceeded performance targets
- Drove a 15% increase in monthly sales through effective merchandising and implementation of new sales practices
- Orchestrated successful fundraising efforts, which significantly boosted departmental revenue

### **Forever 21**

**February 2019 – January 2022**

*Assistant Store Manager*

- Managed daily store operations, significantly reduced staff turnover, and consistently met financial targets
- Supervised a diverse team of 35, managed all aspects of scheduling, inventory control, and payroll
- Implemented sales strategies that resulted in an average monthly revenue increase of 30%

### **Pharmacy and Surgical Supplies**

**May 2019 – August 2019**

*Pharmacy Technician*

- Accurately processed and dispensed over 50 prescriptions daily
- Managed medication labeling, patient communications, and coordinated delivery schedules

## **ADDITIONAL INFORMATION**

*Technical Skills:* Advanced proficiency in Microsoft Excel, Word, SQL, Tableau, ARGUS

*License and Certifications:* Life and Health Insurance License, SIE, Series 7, Series 63

*Languages:* Fluent in Spanish

# Soniya Murthy

Plano Texas, 75023

214-901-2814 | soniyamurthy214@gmail.com

<https://www.linkedin.com/in/soniya-murthy-323423204/>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance*

Graduation May 2025

**Presidential Excellence in Academics**

## SUMMARY

Detail-oriented Finance Student with proficiency in Excel, Microsoft Office, and financial analysis. Skilled in supporting global mobility tax compliance, business finance process automation, and market research. Experienced in customer relations, team collaboration, and handling high-volume, deadline-driven tasks. Seeking a job to leverage my expertise in finance and business operations while further enhancing my skills in client relations and financial strategy.

## PROFESSIONAL EXPERIENCE

**KPMG** Dallas, Texas

January 2025 – Present

*Global Mobility Services Intern*

- Supported high-impact client engagements, including Chevron, PMI, and Lockheed, delivering tax compliance and document management services under strict deadlines.
- Resolved e-file rejections and ensured accurate, timely submissions using CCH software system.
- Improved processing efficiency through quality checks, issue resolution, and workflow automation.
- Contributed to internal reporting, compliance initiatives, and firmwide service enhancements.

**Coaches Vue** Dallas, Texas

January 2024 – May 2024

*Business Finance Intern*

- Participated in team meetings to discuss new ideas around finance process automation opportunities.
- Performed administrative tasks and assisted with special projects to support finance department operations.
- Shadowed team members to enhance skills and contribute to finance objectives.
- Formulated a new price point for the products sold by conducting market research.

**Lululemon** Plano, Texas

June 2023 – Present

*Educator*

- Utilized data-driven inventory insights to optimize product placement and increase sell-through rates.
- Used problem-solving & critical thinking to address client concerns, ensuring conflict resolution and satisfaction.
- Delivered personalized client experiences, by analyzing behaviors to drive sales and enhance customer loyalty.
- Approached customers and engaged in conversation through use of effective interpersonal and people skills.

**Govindjis** Richardson, Texas

June 2021 – June 2023

*Sales Associate*

- Developed trusting relationships with clients by making personal connections and tailored recommendations.
- Managed & advised high-net-worth clients, driving \$1.5M+ in sales through financial recommendations.
- Assisted teammates with sales-processing tasks to meet daily sales goals by analyzing customer trends.
- Utilized data-driven decision-making to optimize product placements and increase revenue.

## ACTIVITIES AND HONORS

- Financial Leadership Association at University of Texas at Dallas
- Business Professionals of America at University of Texas at Dallas
- Real Estate Club at University of Texas at Dallas

## ADDITIONAL INFORMATION

*Skills:* Financial Analysis and Modeling, Excel, Microsoft Office, Data Analytics, Client Relations, Problem-Solving,

*Languages:* English, Spanish, Kannada

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

*Certification:* Excel Essential Training (Microsoft 365), Professional Tax Preparer Number

## **MANUPREET REDDY NASRAPALLI**

972-876-6180, dal284781@utdallas.edu

[www.linkedin.com/in/manupreet-reddy-nasrapalli](https://www.linkedin.com/in/manupreet-reddy-nasrapalli)

7421 Frankford Road, Dallas, TX, 75252

## **EDUCATION**

### **The University of Texas, Dallas**

Jan 2027

Master of Science, Management Science

Dean's Excellence Scholarship

### **Amity University, India**

May 2024

BS in business administration & Marketing

3.2 GPA

Subjects: Marketing, CRM, MIS, Communication, Entrepreneurship, Supply Chain, Public Relations

## **CERTIFICATION**

ARGUS workshop Cash Flow Analysis with UTD

## **PROFESSIONAL EXPERIENCE**

### **Innovative Information Technology**

HR Intern June 2023 – August 2023

- Conducted financial data analysis and maintained expense records of 22 employees to support operational efficiency.
- Assisted in compliance research and data management to align with industry best practices.
- Tracked and analysed payroll-related data to ensure cost control and budget adherence. (22 employees)
- Coordinated interview for 47 people and schedules and onboarding processes to improve recruitment efficiency.

## **ACADEMIC PROJECTS**

### **ARGUS Financial Analysis Project (UTD)**

- Conducted lease modelling and underwriting for commercial real estate properties.
- Analysed cash flow projections and investment returns using ARGUS Enterprise.
- Developed insights on property valuation and financial structuring to enhance portfolio performance.

## **A STUDY ON PRODUCT AND BRAND STRATEGY OF ZOMATO**

- Product and Brand Analysis: Detailed product analysis, user experience, and competitive positioning to study key drivers of customer adoption and retention in Zomato.
- Strategy and Insight for Market Growth: Analysed the branding strategy adopted by Zomato, its partnerships, promotional campaigns, and tactics regarding market development; presented valuable insights related to brand differentiation and growth.

## **SKILLS**

Stock Market Analysis, Real Estate Market Insights, Marketing, Sales, Digital Marketing

## **LANGUAGES**

English, Hindi, Telugu

## **ADDITIONAL INFORMATION**

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





Herbert D. Weitzman  
Institute for Real Estate

# PROPERTY MANAGEMENT

Career Candidates  
Full-Time Positions

S P R I N G 2 0 2 5

# Nisha Bhaidani

Richardson, Texas, 75080; (979)-739-4397; [nishabhaidani545@gmail.com](mailto:nishabhaidani545@gmail.com) | [LinkedIn: linkedin.com/in/nishabhaidani](https://www.linkedin.com/in/nishabhaidani)

## EDUCATION

The University of Texas at Dallas; Bachelor of Science, Finance & Business Administration

December 2025

## PROFESSIONAL EXPERIENCE

Dallas Mavericks, Dallas, Texas

October 2024 – May 2025

### *Business Operations Intern*

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### *Team Member*

August 2020 – August 2022

- Collaborated with team members to complete tasks efficiently during peak hours, ensuring quick service and minimizing wait times.
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- Assisted with inventory management, including ordering necessary items to support operational needs.

## VOLUNTEER EXPERIENCE

UT Dallas Ismaili Muslim Student Association

### *Finance Chair*

January 2024–Present

- Coordinated with the board to prepare quarterly fiscal reports, facilitating budget planning and decision-making.

Early Childhood Development Center

### *Finance Lead*

January 2024–Present

- Oversaw the development and management of the center's budget, ensuring the growth of the childhood program.

## ADDITIONAL INFORMATION

- *Skills:* Microsoft Excel, Microsoft PowerPoint, Microsoft Word

**EDUCATION****The University of Texas at Dallas – Jindal School of Management***Bachelor of Science in Finance; Computer Science Minor***Richardson, TX***Class of 2026*

- Cumulative GPA: 3.99/4.0; Major GPA: 4.0/4.0
- Honors: Professional Program in Finance 9, AES, Dean's List
- Extracurriculars: Financial Leadership Association, Comet Cupboard

**Coursework:** Business Valuation, Private Equity, Macroeconomics and Financial Markets, Financial Info and Analysis, Financial Management, Investment Management, Business Finance, Financial Modeling, Financial Accounting, Management Accounting

**Skills:** Financial Modeling and Valuation, Financial Reporting, Capital Budgeting, Forecasting, Scenario and Sensitivity Analysis, Data Analysis, Java, Python, Tableau, SQL, Cross-Functional Collaboration, Adaptable, Problem Solving

**ACADEMIC PROJECTS AND LEADERSHIP EXPERIENCE****Financial Leadership Association****Richardson, TX***Consultant*

- Conducted risk assessment and financial modeling to provide strategic recommendations that projected a 20% performance improvement over 5 years for a luxury hotel chain based on a 6.5% CAGR
- Led PR and cybersecurity communication efforts post-data breach, restoring customer confidence and enhancing brand reputation through transparency and security improvements
- Executed due diligence by analyzing financial statements, identifying key valuation drivers, and assessing potential acquisition risks

**Financial Leadership Association****Richardson, TX***Financial Analyst*

- Developed and analyzed income statements, balance sheets, and cash flow statements to create financial projections for Walt Disney, producing detailed reports, a three-statement model, and a DCF model, achieving a 95% accuracy rating
- Placed in the top 15 of a highly competitive Security Analysis Competition through strong team collaboration
- Co-developed investment presentation that received positive feedback from judges and peers for clarity, depth of research, and actionable insights

**HackUTD****Richardson, TX***Finance Coordinator**Feb 2025 – Present*

- Manage and allocate a budget of \$100,000+ for HackUTD, the largest university hackathon in the U.S.
- Utilize Google Suite to streamline transactions and reconcile expenses weekly, ensuring adherence to budgetary constraints
- Coordinate financial risk assessments to optimize resource distribution and mitigate potential funding shortfalls

**CYC****Richardson, TX***Consultant**Feb 2025 – Present*

- Conduct weekly client meetings to present research on funding opportunities, grant applications, and market expansion strategies
- Identify and reach out to potential sponsors and grant providers, increasing funding by 35%
- Devise and implement a marketing strategy to boost client engagement by 25%

**Fintech Club****Richardson, TX***Executive Team Competition Officer**Sep 2024 – Present*

- Contributed to the organization of a large-scale hackathon attracting over 120 participants by overseeing event logistics, streamlining competition details, and enhancing team collaboration
- Produced promotional materials using Canva to increase hackathon participation by 10% in 1 month
- Strategize and execute sponsor outreach strategies, securing partnerships and funding up to \$3,000 to support hackathon growth

**WORK EXPERIENCE****University of Texas at Dallas****Richardson, TX***Student Assistant**Sep 2024 – Present*

- Process customer transactions, including membership purchases, event registrations, and equipment rentals, ensuring accuracy and efficiency
- Provide high-quality customer service by addressing inquiries, resolving payment issues, and coordinating facility access for **100+ patrons daily**

**ADDITIONAL INFORMATION**

**Awards:** HackUTD Goldman Sachs 3<sup>rd</sup> Place Winner, HackUNT overall 2<sup>nd</sup> Place Winner

**Languages:** English (Native), Telugu (Fluent), French (Novice)

**Certifications:** Completed Bloomberg Certification Program, Microsoft Excel and Word

**Interests:** Working out, Soccer, Running, Volunteering



# Adam Farhat

Carrollton, TX 75006 • adamfarhat09@gmail.com • (972) 854-1149 • linkedin.com/in/adam-farhat09

## EDUCATION

---

### THE UNIVERSITY OF TEXAS AT DALLAS

Richardson, TX

*Bachelor of Science, Business Administration with Real Estate Investment Management*

Aug. 2022-May 2025

*Relevant Coursework: Real Estate Valuation and Finance, Corporate Finance, and Quantitative Business Analytics*

### DALLAS COLLEGE

Farmers Branch, TX

*Associate of Science, Liberal Sciences*

Aug. 2018-May 2022

## PROFESSIONAL EXPERIENCE

---

### LIGHTBULB CAPITAL GROUP

DALLAS, TX

*Asset Management Analyst Intern*

May 2024-Aug. 2024

- Performed comprehensive risk analysis on development projects, improving NIO forecasting accuracy.
- Created financial models using Excel to improve asset performance, driving an increase in investment decision making efficiency through trend analysis and opportunity identification.
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ADDISON, TX

*To-Go*

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*Project Manager*

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- Researched in-depth market analysis using data analysis techniques to establish evaluation criteria, enhancing the accuracy and reliability of the rating system.
- Presented analytical findings to stakeholders using data visualization tools, ensuring clear communication and 100% alignment with project objectives.

## ADDITIONAL INFORMATION

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- Certifications: Office Specialist: Excel Associate (Office 2019)
- Technical Skills: Microsoft Office, VBA, ARGUS Enterprise, Tableau, SQL, and Google Suite
- Languages: Arabic
- Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions
- Interests: American Football, Horology, and Movies

# Nayeli Lira Gomez

Dallas, Tx.; 469-740-9662; Nayeli.lira123@gmail.com

[www.linkedin.com/in/nayeli-lira-gomez](http://www.linkedin.com/in/nayeli-lira-gomez)

## **EDUCATION**

### **The University of Texas at Dallas**

May 2024

*Bachelor of Science in Finance with a Concentration in Real Estate Management*

- *Real Estate Club*
  - Attended professional workshops on market analysis
  - Participated in networking sessions with real estate professionals.
  - Attended ARGUS and CoStar workshops

## **PROFESSIONAL EXPERIENCE**

### **Charles Schwab**

**May 2024 – Present**

*Stockbroker*

- Execute trades for stocks, bonds, mutual funds, and other securities, managing risk and compliance for daily transactions
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*Investor Services Intern*

**September 2023 – May 2024**

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**February 2019 – January 2022**

*Assistant Store Manager*

- Managed daily store operations, significantly reduced staff turnover, and consistently met financial targets
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### **Pharmacy and Surgical Supplies**

**May 2019 – August 2019**

*Pharmacy Technician*

- Accurately processed and dispensed over 50 prescriptions daily
- Managed medication labeling, patient communications, and coordinated delivery schedules

## **ADDITIONAL INFORMATION**

*Technical Skills:* Advanced proficiency in Microsoft Excel, Word, SQL, Tableau, ARGUS

*License and Certifications:* Life and Health Insurance License, SIE, Series 7, Series 63

*Languages:* Fluent in Spanish

# Soniya Murthy

Plano Texas, 75023

214-901-2814 | soniyamurthy214@gmail.com

<https://www.linkedin.com/in/soniya-murthy-323423204/>

## EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance*

Graduation May 2025

**Presidential Excellence in Academics**

## SUMMARY

Detail-oriented Finance Student with proficiency in Excel, Microsoft Office, and financial analysis. Skilled in supporting global mobility tax compliance, business finance process automation, and market research. Experienced in customer relations, team collaboration, and handling high-volume, deadline-driven tasks. Seeking a job to leverage my expertise in finance and business operations while further enhancing my skills in client relations and financial strategy.

## PROFESSIONAL EXPERIENCE

**KPMG** Dallas, Texas

January 2025 – Present

*Global Mobility Services Intern*

- Supported high-impact client engagements, including Chevron, PMI, and Lockheed, delivering tax compliance and document management services under strict deadlines.
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- Shadowed team members to enhance skills and contribute to finance objectives.
- Formulated a new price point for the products sold by conducting market research.

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June 2023 – Present

*Educator*

- Utilized data-driven inventory insights to optimize product placement and increase sell-through rates.
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- Delivered personalized client experiences, by analyzing behaviors to drive sales and enhance customer loyalty.
- Approached customers and engaged in conversation through use of effective interpersonal and people skills.

**Govindjis** Richardson, Texas

June 2021 – June 2023

*Sales Associate*

- Developed trusting relationships with clients by making personal connections and tailored recommendations.
- Managed & advised high-net-worth clients, driving \$1.5M+ in sales through financial recommendations.
- Assisted teammates with sales-processing tasks to meet daily sales goals by analyzing customer trends.
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## ACTIVITIES AND HONORS

- Financial Leadership Association at University of Texas at Dallas
- Business Professionals of America at University of Texas at Dallas
- Real Estate Club at University of Texas at Dallas

## ADDITIONAL INFORMATION

*Skills:* Financial Analysis and Modeling, Excel, Microsoft Office, Data Analytics, Client Relations, Problem-Solving,

*Languages:* English, Spanish, Kannada

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

*Certification:* Excel Essential Training (Microsoft 365), Professional Tax Preparer Number



**MANUPREET REDDY NASRAPALLI**

972-876-6180, dal284781@utdallas.edu

[www.linkedin.com/in/manupreet-reddy-nasrapalli](https://www.linkedin.com/in/manupreet-reddy-nasrapalli)

7421 Frankford Road, Dallas, TX, 75252

**EDUCATION****The University of Texas, Dallas**

Jan 2027

Master of Science, Management Science

Dean's Excellence Scholarship

**Amity University, India**

May 2024

BS in business administration & Marketing

3.2 GPA

Subjects: Marketing, CRM, MIS, Communication, Entrepreneurship, Supply Chain, Public Relations

**CERTIFICATION**

ARGUS workshop Cash Flow Analysis with UTD

**PROFESSIONAL EXPERIENCE****Innovative Information Technology**

HR Intern June 2023 – August 2023

- Conducted financial data analysis and maintained expense records of 22 employees to support operational efficiency.
- Assisted in compliance research and data management to align with industry best practices.
- Tracked and analysed payroll-related data to ensure cost control and budget adherence. (22 employees)
- Coordinated interview for 47 people and schedules and onboarding processes to improve recruitment efficiency.

**ACADEMIC PROJECTS****ARGUS Financial Analysis Project (UTD)**

- Conducted lease modelling and underwriting for commercial real estate properties.
- Analysed cash flow projections and investment returns using ARGUS Enterprise.
- Developed insights on property valuation and financial structuring to enhance portfolio performance.

**A STUDY ON PRODUCT AND BRAND STRATEGY OF ZOMATO**

- Product and Brand Analysis: Detailed product analysis, user experience, and competitive positioning to study key drivers of customer adoption and retention in Zomato.
- Strategy and Insight for Market Growth: Analysed the branding strategy adopted by Zomato, its partnerships, promotional campaigns, and tactics regarding market development; presented valuable insights related to brand differentiation and growth.

**SKILLS**

Stock Market Analysis, Real Estate Market Insights, Marketing, Sales, Digital Marketing

**LANGUAGES**

English, Hindi, Telugu

**ADDITIONAL INFORMATION**

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

# Jaiom Rola

Austin, TX | 512-925-7423 | jaiomrola@gmail.com | github.com/justjaiom | linkedin.com/in/jaiom-rola

## EDUCATION

### Bachelor of Science in Computer Science

The University of Texas at Dallas, Richardson, TX

Anticipated May, 2027

GPA: 3.5/4.0

## PROFESSIONAL EXPERIENCE

### Goldman Sachs Engineering Summit

Apprenticeship

Remote

December 2024 - Present

- Participated in 3 comprehensive job simulations, engaging in tasks such as cracking leaked password databases to identify security vulnerabilities and propose enhancements to increase security by 10%.
- Collaborated with a diverse team to develop a scalable software solution, implementing a modular architecture and optimizing database queries, which resulted in a 15% increase in processing efficiency.

### Serent Capital + Crosslake Technologies

Cyber Security Intern

Austin, Texas

May 2024 - August 2024

- Conducted 10 penetration tests, identifying 25 vulnerabilities, which enhanced the overall security posture by 10%, demonstrating a proactive approach to risk management and enriching knowledge of cybersecurity best practices.
- Collaborated with former CFOs, CTOs, and CSOs to perform comprehensive vulnerability assessments on 5 portfolio companies using 18 CIS V8 controls resulting in 20% targeted security improvements.

### Ojo Labs

Full Stack Software Engineering Intern

Austin Texas

May 2022 - August 2022

- Led the development of a minimum viable product (MVP) for a relationship timeline feature, enhancing client relationship tracking for real estate agents and improving daily operational efficiency.
- Collaborated with design interns to clarify action meanings and implement design enhancements, resulting in a 15% increase in user interface satisfaction and improved user experience.

### Code 2 College

Full Stack Software Engineering Student

Austin Texas

September 2020 - May 2024

- Selected from 300 candidates for internships with major tech companies, gaining foundational programming skills in Git, Jira, Python, JavaScript, and HTML showcasing strong object-oriented programming skills
- Completed a data analytics course, mastering statistical analysis, visualization, and machine learning to drive data-driven decision-making for real-world business challenges.

## PROJECTS

### UTD Nebula Labs - Trends

August 2024 - Present

- Contributed to the development and maintenance of UTD-Trends, a data visualization tool that enables students to analyze historical course and section data using the Nebula API and Rate My Professor API.
- Utilized React.js for front-end development and Node.js for back-end, achieving a 30% improvement in page load times and a 20% increase in user engagement through a responsive and user-friendly interface.

### Legal Whiz

March 2025

- Designed and deployed LegalWhiz, a full-stack SaaS platform using Next.js 14, Clerk, Supabase, OpenAI, and shadcn/ui to generate legally compliant business documents such as NDAs and privacy policies via natural language input.
- Integrated secure user authentication, document history tracking, and AI content generation, enabling authenticated users to generate and manage legal documents with personalized context input and copy-to-clipboard features.

### FUB Digital - Web Development Agency

May 2023 - August 2024

- Developed scalable websites for clients, optimizing user experience and increasing engagement and conversions by 30%, demonstrating a strong focus on client success.
- Leveraged data-driven analytics to monitor website performance, enabling informed, data-backed optimizations for continuous improvement; Employed SvelteKit, JavaScript, and Email.js API for all projects, deploying via Vercel

## Additional Information

**Technical Skills:** C++, Python, JavaScript, TypeScript, SQL, PHP

**Technologies:** Node JS, React, Svelte, Flutter, Vite, Next JS, Git, Jira, Excel

**Languages:** English, Gujarati

**Interests:** Machine Learning, Web Development, Basketball, Music Composing

**Work Eligibility:** U.S Citizen

# Gael Ruiz

Dallas, TX; 9563131080; gir200001@utdallas.edu

[linkedin.com/in/gael-ruiz-864615238](https://www.linkedin.com/in/gael-ruiz-864615238)

## EDUCATION

**The University of Texas at Dallas**

May 2026

*Bachelor of Science, Finance, Concentration in Real Estate*

## PROFESSIONAL EXPERIENCE

**Target, Dallas TX**

December 2024 – Present

*Guest Advocate*

- Delivered Drive Up orders in under 120 seconds, consistently meeting company benchmarks—even when fulfilling items and navigating high-traffic store conditions
- Managed an average of 15+ Drive Up and Pick Up orders per shift, ensuring timely service and high guest satisfaction
- Transported storage items to the sales floor and strategically placed inventory to optimize in-store guest experience and product visibility

**Starbucks, Dallas TX**

November 2022 – October 2024

*Barista*

- Assist management with a variety of duties, resulting in 30% less work for store and shift managers
- Successfully maintain store shelf standards and inventory, including rotations of products, proper display of merchandise, and attaching tags, contributing to a 15% increase in sales
- Create connections with customers and deliver the best service possible to make sure they are satisfied with our care

## ACADEMIC PROJECT EXPERIENCE

**Development Research: AXON, Real Estate Markets and Investments**

March 2025

- Analyzed the trade-offs between market-rate and Section 8 rental strategies, highlighting differences in rent potential, turnover, and collection risks
- Created a comparative chart of HUD rent ceilings vs. market-rate rents across ZIP codes to aid investor decision-making
- Evaluated financial sustainability through potential subsidies such as government grants, tax incentives, and private investment partnerships

## ORGANIZATION EXPERIENCE

**Chi Phi Fraternity**

January 2022 – May 2023

- Coordinated and executed 5+ alumni and founder networking events, enhancing organizational visibility and community engagement
- Led the organization of 2+ philanthropic events annually, including blood drives and food packaging initiatives

## ORGANIZATIONS

**Real Estate Club, UT Dallas**

August 2023 – Present

**Association of Latino Professionals for America, UT Dallas**

August 2023 – Present

**Intramural Soccer, UT Dallas**

May 2022 – Present

## ADDITIONAL INFORMATION

*Technical:* MS Office, Tableau, C++, Shopify, Canva

*Skills:* UTD ARGUS Certification, Communication Skills, Customer Service, Cash Management

*Languages:* Native in Spanish

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

*Hobbies:* Wellness and health, soccer, carne asada master



# Brian Vu

(512)767-8907 | [brianvu2002@gmail.com](mailto:brianvu2002@gmail.com) | <https://www.linkedin.com/in/brianvu02/>

## EDUCATION

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### The University of Texas at Dallas

*Bachelor of Arts in Finance*

**Dallas, TX**

*Expected December 2025*

**GPA:** 3.9

**Relevant Coursework:** Corporate Finance, Valuation, Financial Modeling, Data Analytics, Accounting, Risk Analysis

## EXPERIENCE

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### Project Destined (JLL)

*Financial Analyst Intern*

**Dallas, TX**

*September 2023 – November 2023*

- Evaluated a live real estate deal involving the sale and development of a \$25M residential asset
- Built a 5-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates to accurately value a \$25M real estate deal
- Prepared and presented a 15-minute presentation to real estate professionals from Northmarq, Blue Crane, JLL, and other real estate firms
- Received 60+ hours of training on real estate fundamentals, property valuation, deal financing, financial modeling, and market research

### Brookfield Hospice

*Volunteer*

**Austin, TX**

*September 2019 – August 2023*

- Coordinated with the volunteer coordinator, staff, and patients to ensure 100% of healthcare requirements were met timely and correctly
- Increased patient satisfaction and comfort by 10% by continuously visiting, writing, and speaking with patients
- Filed timely and necessary reports about patient wellbeing
- Displayed adaptability through working varied schedules and assisting many patients with different needs and conditions

### Amazon

*Fulfillment Center Associate*

**Austin, TX**

*May 2022 – August 2022*

- Coordinated with coworkers and management ensuring that each operating area was running at 100% capacity
- Collaborated effectively with coworkers and management to ensure that 100% of orders were fulfilled correctly
- Exceeded Amazon's work standard in multiple sectors by 10-15% each day leading to increased order fulfillment

## LEADERSHIP & EXTRACURRICULAR ACTIVITIES

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### Social Entrepreneurship

*Member, Rebuilding Together North Texas*

**Dallas, TX**

*August 2024 – December 2024*

- Collaborated with Rebuilding Together North Texas to develop a strategic road map to aid revenue generation and business development
- Researched and created a repository containing tens of potential government, corporate, and foundation grants
- Developed a road map and strategy for organization fundraising during North Texas Giving Days

### Financial Leadership Association

*Member*

**Dallas, TX**

*September 2023 – Present*

- Attended networking events and workshops provided by professionals from various financial sectors and firms
- Competed in a securities analysis competition gaining practical experience valuing stocks and presenting stock pitches
- Applied various valuation strategies and forecasted financial statements to create stock pitches and analyze market risks

## SKILLS & CERTIFICATIONS

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**Skills:** Microsoft Office (Excel, Word, & PowerPoint), Public speaking, Finance, Communication, Research, Analytics, Leadership, Financial Modeling

**Certifications:** Project Destined Commercial Real Estate Fundamentals Certification, Project Destined Real Estate Financial Modeling Certification



Herbert D. Weitzman  
Institute for Real Estate

# REAL ESTATE INVESTMENTS

Career Candidates  
Full-Time Positions

SPRING 2025

# Nisha Bhaidani

Richardson, Texas, 75080; (979)-739-4397; [nishabhaidani545@gmail.com](mailto:nishabhaidani545@gmail.com) | [LinkedIn: linkedin.com/in/nishabhaidani](https://www.linkedin.com/in/nishabhaidani)

## EDUCATION

The University of Texas at Dallas; Bachelor of Science, Finance & Business Administration

December 2025

## PROFESSIONAL EXPERIENCE

Dallas Mavericks, Dallas, Texas

October 2024 – May 2025

### *Business Operations Intern*

- Prepared detailed reports on team operations and business activities to assist in decision-making.
- Facilitated communication between departments to ensure smooth execution of game-day operations and initiatives.
- Conducted research on industry trends to provide actionable insights for operational improvements.

Charles Schwab, Austin, Texas

June 2024 – August 2024

### *Retirement Business Services Intern*

- Assisted in designing a client communication strategy, increasing engagement and reducing queries by 15%.
- Monitored and reported on key performance metrics for retirement accounts, providing actionable feedback to optimize account management practices.
- Analyzed client data and generated insights that aided in developing personalized retirement planning solutions and improved client satisfaction.

Frost Bank, Dallas, Texas

### *Bank Teller*

March 2023 – December 2023

- Provided exceptional customer service by addressing inquiries, resolving customer issues, and offering personalized financial advice.
- Conducted routine account maintenance, including updating account information and assisting with account openings and closings.
- Promoted bank products and services to customers, resulting in increased sales and enhanced client relationships.

Chick-fil-A, College Station, Texas

### *Team Member*

August 2020 – August 2022

- Collaborated with team members to complete tasks efficiently during peak hours, ensuring quick service and minimizing wait times.
- Operated cash registers and processed transactions accurately, maintaining balanced cash drawers and ensuring correct change.
- Assisted with inventory management, including ordering necessary items to support operational needs.

## VOLUNTEER EXPERIENCE

UT Dallas Ismaili Muslim Student Association

### *Finance Chair*

January 2024–Present

- Coordinated with the board to prepare quarterly fiscal reports, facilitating budget planning and decision-making.

Early Childhood Development Center

### *Finance Lead*

January 2024–Present

- Oversaw the development and management of the center's budget, ensuring the growth of the childhood program.

## ADDITIONAL INFORMATION

- *Skills:* Microsoft Excel, Microsoft PowerPoint, Microsoft Word



**EDUCATION****The University of Texas at Dallas – Jindal School of Management***Bachelor of Science in Finance; Computer Science Minor***Richardson, TX***Class of 2026*

- Cumulative GPA: 3.99/4.0; Major GPA: 4.0/4.0
- Honors: Professional Program in Finance 9, AES, Dean's List
- Extracurriculars: Financial Leadership Association, Comet Cupboard

**Coursework:** Business Valuation, Private Equity, Macroeconomics and Financial Markets, Financial Info and Analysis, Financial Management, Investment Management, Business Finance, Financial Modeling, Financial Accounting, Management Accounting

**Skills:** Financial Modeling and Valuation, Financial Reporting, Capital Budgeting, Forecasting, Scenario and Sensitivity Analysis, Data Analysis, Java, Python, Tableau, SQL, Cross-Functional Collaboration, Adaptable, Problem Solving

**ACADEMIC PROJECTS AND LEADERSHIP EXPERIENCE****Financial Leadership Association****Richardson, TX***Consultant*

- Conducted risk assessment and financial modeling to provide strategic recommendations that projected a 20% performance improvement over 5 years for a luxury hotel chain based on a 6.5% CAGR
- Led PR and cybersecurity communication efforts post-data breach, restoring customer confidence and enhancing brand reputation through transparency and security improvements
- Executed due diligence by analyzing financial statements, identifying key valuation drivers, and assessing potential acquisition risks

**Financial Leadership Association****Richardson, TX***Financial Analyst*

- Developed and analyzed income statements, balance sheets, and cash flow statements to create financial projections for Walt Disney, producing detailed reports, a three-statement model, and a DCF model, achieving a 95% accuracy rating
- Placed in the top 15 of a highly competitive Security Analysis Competition through strong team collaboration
- Co-developed investment presentation that received positive feedback from judges and peers for clarity, depth of research, and actionable insights

**HackUTD****Richardson, TX***Finance Coordinator**Feb 2025 – Present*

- Manage and allocate a budget of \$100,000+ for HackUTD, the largest university hackathon in the U.S.
- Utilize Google Suite to streamline transactions and reconcile expenses weekly, ensuring adherence to budgetary constraints
- Coordinate financial risk assessments to optimize resource distribution and mitigate potential funding shortfalls

**CYC****Richardson, TX***Consultant**Feb 2025 – Present*

- Conduct weekly client meetings to present research on funding opportunities, grant applications, and market expansion strategies
- Identify and reach out to potential sponsors and grant providers, increasing funding by 35%
- Devise and implement a marketing strategy to boost client engagement by 25%

**Fintech Club****Richardson, TX***Executive Team Competition Officer**Sep 2024 – Present*

- Contributed to the organization of a large-scale hackathon attracting over 120 participants by overseeing event logistics, streamlining competition details, and enhancing team collaboration
- Produced promotional materials using Canva to increase hackathon participation by 10% in 1 month
- Strategize and execute sponsor outreach strategies, securing partnerships and funding up to \$3,000 to support hackathon growth

**WORK EXPERIENCE****University of Texas at Dallas****Richardson, TX***Student Assistant**Sep 2024 – Present*

- Process customer transactions, including membership purchases, event registrations, and equipment rentals, ensuring accuracy and efficiency
- Provide high-quality customer service by addressing inquiries, resolving payment issues, and coordinating facility access for **100+ patrons daily**

**ADDITIONAL INFORMATION**

**Awards:** HackUTD Goldman Sachs 3<sup>rd</sup> Place Winner, HackUNT overall 2<sup>nd</sup> Place Winner

**Languages:** English (Native), Telugu (Fluent), French (Novice)

**Certifications:** Completed Bloomberg Certification Program, Microsoft Excel and Word

**Interests:** Working out, Soccer, Running, Volunteering

# Adam Farhat

Carrollton, TX 75006 • adamfarhat09@gmail.com • (972) 854-1149 • linkedin.com/in/adam-farhat09

## EDUCATION

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### THE UNIVERSITY OF TEXAS AT DALLAS

Richardson, TX

*Bachelor of Science, Business Administration with Real Estate Investment Management*

Aug. 2022-May 2025

*Relevant Coursework: Real Estate Valuation and Finance, Corporate Finance, and Quantitative Business Analytics*

### DALLAS COLLEGE

Farmers Branch, TX

*Associate of Science, Liberal Sciences*

Aug. 2018-May 2022

## PROFESSIONAL EXPERIENCE

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### LIGHTBULB CAPITAL GROUP

DALLAS, TX

*Asset Management Analyst Intern*

May 2024-Aug. 2024

- Performed comprehensive risk analysis on development projects, improving NIO forecasting accuracy.
- Created financial models using Excel to improve asset performance, driving an increase in investment decision making efficiency through trend analysis and opportunity identification.
- Developed and standardized reporting templates, boosting reporting efficiency using Excel and Tableau.
- Collaborated with senior analysts to evaluate asset valuations, ensuring accurate insights contributed to strategic asset management decisions, leading to an increase in valuation accuracy.

### ZOLI'S NY PIZZA

ADDISON, TX

*To-Go*

Apr. 2023-Aug. 2023

- Facilitated customer interactions by answering phones, processing orders, and managing payments over the phone, handling up to \$500 in transactions daily with accuracy and exceptional service.
- Achieved a 97% average customer satisfaction rate, maintaining high service standards.
- Consistently maintained 100% seating efficiency during peak hours, ensuring prompt and efficient guest accommodation, optimizing dining experiences, and contributing to customer satisfaction.

## ACADEMIC PROJECT EXPERIENCE

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### EDYOUNET

RICHARDSON, TX

*Project Manager*

Aug. 2024-Dec. 2024

- Designed a comprehensive rating system for animators utilizing strategic development techniques, improving evaluation efficiency.
- Researched in-depth market analysis using data analysis techniques to establish evaluation criteria, enhancing the accuracy and reliability of the rating system.
- Presented analytical findings to stakeholders using data visualization tools, ensuring clear communication and 100% alignment with project objectives.

## ADDITIONAL INFORMATION

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- Certifications: Office Specialist: Excel Associate (Office 2019)
- Technical Skills: Microsoft Office, VBA, ARGUS Enterprise, Tableau, SQL, and Google Suite
- Languages: Arabic
- Eligibility: US Citizen, Eligible to work in the US for internships and full time with no restrictions
- Interests: American Football, Horology, and Movies

# Nayeli Lira Gomez

Dallas, Tx.; 469-740-9662; Nayeli.lira123@gmail.com

[www.linkedin.com/in/nayeli-lira-gomez](http://www.linkedin.com/in/nayeli-lira-gomez)

## **EDUCATION**

### **The University of Texas at Dallas**

May 2024

*Bachelor of Science in Finance with a Concentration in Real Estate Management*

- *Real Estate Club*
  - Attended professional workshops on market analysis
  - Participated in networking sessions with real estate professionals.
  - Attended ARGUS and CoStar workshops

## **PROFESSIONAL EXPERIENCE**

### **Charles Schwab**

**May 2024 – Present**

*Stockbroker*

- Execute trades for stocks, bonds, mutual funds, and other securities, managing risk and compliance for daily transactions
- Provide account management support, facilitating deposits, withdrawals, and account modifications
- Enhance client satisfaction by managing client relations, responding promptly and effectively to client inquiries

*Investor Services Intern*

**September 2023 – May 2024**

- Delivered frontline support for over 30 clients daily, addressed and resolved account-related issues
- Collaborated with a team to outline recommendations for workplace efficiency and presented recommendations to executive leadership
- Participated in workshops and training focused on financial markets, investment strategies, and industry regulations

### **Dillard's**

**April 2022 – August 2022**

*Department Manager*

- Directed daily sales strategies for my department, consistently met or exceeded performance targets
- Drove a 15% increase in monthly sales through effective merchandising and implementation of new sales practices
- Orchestrated successful fundraising efforts, which significantly boosted departmental revenue

### **Forever 21**

**February 2019 – January 2022**

*Assistant Store Manager*

- Managed daily store operations, significantly reduced staff turnover, and consistently met financial targets
- Supervised a diverse team of 35, managed all aspects of scheduling, inventory control, and payroll
- Implemented sales strategies that resulted in an average monthly revenue increase of 30%

### **Pharmacy and Surgical Supplies**

**May 2019 – August 2019**

*Pharmacy Technician*

- Accurately processed and dispensed over 50 prescriptions daily
- Managed medication labeling, patient communications, and coordinated delivery schedules

## **ADDITIONAL INFORMATION**

*Technical Skills:* Advanced proficiency in Microsoft Excel, Word, SQL, Tableau, ARGUS

*License and Certifications:* Life and Health Insurance License, SIE, Series 7, Series 63

*Languages:* Fluent in Spanish



# David Huerta

Carrollton, Texas, 75007; Phone; 2544266691; davidhuerta2002@gmail.com

[www.linkedin.com/in/davidhuertarealtor/](http://www.linkedin.com/in/davidhuertarealtor/)

## EDUCATION

### The University of Texas at Dallas

Graduation December 2024

*Bachelor of Science, Finance with concentration on Real Estate*

**GPA: 3.621**

Honors and Scholarship(s): Messenger of Hope Scholarship

18 Hours Dual Credit in High School

Graduated *Cum Laude*

## PROFESSIONAL EXPERIENCE

### 4 Corners Outreach, Plano, TX

June 2024– Present

*Financial Analyst/CEO assistant*

- Reconcile and forecast the financial statements of Costa Rica clinic and day-to-day operations.
- Streamline from the ground up a customer database for daily operations.
- Advise the state of financials and forecasts to the board of directors.

### DHS Realty, Plano, TX

Jan 2024 – Present

*Real Estate Agent/Realtor®*

- Provide expert guidance to clients seeking homes in the DFW market.
- Empower clients with expert guidance and unwavering support throughout their real estate journey.
- Curate personalized housing solutions to satisfy client's unique taste and preferences.

### Let's Fly Realty (INTERSHIP), Dallas, TX

April 2023– July 2023

*Commercial Real Estate Market Analytic*

- Harness extensive market knowledge to offer tailored location solutions for investors.
- Research demographics and financial markets around DFW metroplex best suited for investors.

### Ultima Real Estate, Dallas, TX

May 2021– Jan 2024

*Residential Real Estate Agent/Realtor®*

- Identify and present prime investment opportunities within the DFW Metroplex.
- Analyze demographic and economic trends in the DFW Metroplex.

### The Storehouse Community Center, Plano, TX

October 2020– Present

*Spanish Interpreter and Assistant Outside Manager*

- Serving the food insecurity population of Collin County.
- Facilitate effective communication with clients through bilingual services.
- Manage traffic flow into the premises to maintain steady and safe business operations.

## ORGANIZATION AND LEADERSHIP EXPERIENCE

### Seven Loaves Food Pantry, Spanish Translator

October 2016 – October 2020

- Inspire younger volunteers to continue to help the community with their actions.
- Serve food and care for clients who are experiencing hardships.

### The Storehouse Youth Leadership Council (YLC), College Advisor

July 2020–Present

- Coordinate monthly events for the YLC members.
- Guide the younger members in the planned activities around campus.
- Strategize and implement operational enhancements with YLC advisors.

## SKILLS

- Proactive, Team Leader, Great Listener, Organized.

## ADDITIONAL INFORMATION

*Skills:* Certified in Microsoft Word, Excel, Power Point and UTD ARGUS Certificate

*Languages:* English and Spanish

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

# 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*  
*Cumulative GPA - 4.0*

**Relevant Courses:** Business Finance, Real Estate Principles, Financial Accounting, Managerial Accounting, Quantitative Business Analysis, Business Communications

**Career Goals:** To establish a successful career in the real estate industry primarily focusing on debt placement in the capital markets.

## PROFESSIONAL EXPERIENCE

### Loss Run Pro

*Customer Success Manager / Sales Intern*

**Missoula, Montana**

*April 2022 - August 2024*

- Enabled leadership decision making by creating detailed sales reports containing key performance indicators including the number of leads converted, number of users added, the 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, contributing to a 96% 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*

- Assisted in the timely and accurate fulfillment of over 1,000 orders daily by maintaining thorough inventory records.
- Collaborated with the product procurement team to minimize unnecessary expenses by conducting regular inventory audits to identify discrepancies between receiving records and inventory records to account for damaged or missing products delivered from vendors.
- Created comprehensive inventory reports for lead-time, restock, and order quantity helping facilitate the operations of a business generating revenue greater than \$5 million annually.

### 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

### Herbert D. Weitzman Institute for Real Estate

*Recruitment Chair*

**Dallas, Texas**

*August 2024 - Present*

- Led recruitment initiatives that resulted in 300 new members and an additional 200 students enrolled in real estate courses.
- Organized events featuring real estate professionals and conducted financial modeling workshops to expand students' real estate knowledge and skills.
- Worked closely with a team of board members to run the largest student organization on campus, with over 1,200 members.

## SKILLS, CERTIFICATIONS, & INTERESTS

### Certifications:

- Break into CRE Advanced Modeling Bootcamp
- Break into CRE Modeling Bootcamp

### Skills:

- ARGUS, Advanced Excel, Salesforce, Advanced Excel, Microsoft Office Suite, Ship Station

## Soniya Murthy

Plano Texas, 75023

214-901-2814 | soniyamurthy214@gmail.com

<https://www.linkedin.com/in/soniya-murthy-323423204/>

### EDUCATION

**The University of Texas at Dallas**

*Bachelor of Science, Finance*

Graduation May 2025

**Presidential Excellence in Academics**

### SUMMARY

Detail-oriented Finance Student with proficiency in Excel, Microsoft Office, and financial analysis. Skilled in supporting global mobility tax compliance, business finance process automation, and market research. Experienced in customer relations, team collaboration, and handling high-volume, deadline-driven tasks. Seeking a job to leverage my expertise in finance and business operations while further enhancing my skills in client relations and financial strategy.

### PROFESSIONAL EXPERIENCE

**KPMG** Dallas, Texas

January 2025 – Present

*Global Mobility Services Intern*

- Supported high-impact client engagements, including Chevron, PMI, and Lockheed, delivering tax compliance and document management services under strict deadlines.
- Resolved e-file rejections and ensured accurate, timely submissions using CCH software system.
- Improved processing efficiency through quality checks, issue resolution, and workflow automation.
- Contributed to internal reporting, compliance initiatives, and firmwide service enhancements.

**Coaches Vue** Dallas, Texas

January 2024 – May 2024

*Business Finance Intern*

- Participated in team meetings to discuss new ideas around finance process automation opportunities.
- Performed administrative tasks and assisted with special projects to support finance department operations.
- Shadowed team members to enhance skills and contribute to finance objectives.
- Formulated a new price point for the products sold by conducting market research.

**Lululemon** Plano, Texas

June 2023 – Present

*Educator*

- Utilized data-driven inventory insights to optimize product placement and increase sell-through rates.
- Used problem-solving & critical thinking to address client concerns, ensuring conflict resolution and satisfaction.
- Delivered personalized client experiences, by analyzing behaviors to drive sales and enhance customer loyalty.
- Approached customers and engaged in conversation through use of effective interpersonal and people skills.

**Govindjis** Richardson, Texas

June 2021 – June 2023

*Sales Associate*

- Developed trusting relationships with clients by making personal connections and tailored recommendations.
- Managed & advised high-net-worth clients, driving \$1.5M+ in sales through financial recommendations.
- Assisted teammates with sales-processing tasks to meet daily sales goals by analyzing customer trends.
- Utilized data-driven decision-making to optimize product placements and increase revenue.

### ACTIVITIES AND HONORS

- Financial Leadership Association at University of Texas at Dallas
- Business Professionals of America at University of Texas at Dallas
- Real Estate Club at University of Texas at Dallas

### ADDITIONAL INFORMATION

*Skills:* Financial Analysis and Modeling, Excel, Microsoft Office, Data Analytics, Client Relations, Problem-Solving,

*Languages:* English, Spanish, Kannada

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

*Certification:* Excel Essential Training (Microsoft 365), Professional Tax Preparer Number



## **MANUPREET REDDY NASRAPALLI**

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[www.linkedin.com/in/manupreet-reddy-nasrapalli](https://www.linkedin.com/in/manupreet-reddy-nasrapalli)

7421 Frankford Road, Dallas, TX, 75252

## **EDUCATION**

### **The University of Texas, Dallas**

Jan 2027

Master of Science, Management Science

Dean's Excellence Scholarship

### **Amity University, India**

May 2024

BS in business administration & Marketing

3.2 GPA

Subjects: Marketing, CRM, MIS, Communication, Entrepreneurship, Supply Chain, Public Relations

## **CERTIFICATION**

ARGUS workshop Cash Flow Analysis with UTD

## **PROFESSIONAL EXPERIENCE**

### **Innovative Information Technology**

HR Intern June 2023 – August 2023

- Conducted financial data analysis and maintained expense records of 22 employees to support operational efficiency.
- Assisted in compliance research and data management to align with industry best practices.
- Tracked and analysed payroll-related data to ensure cost control and budget adherence. (22 employees)
- Coordinated interview for 47 people and schedules and onboarding processes to improve recruitment efficiency.

## **ACADEMIC PROJECTS**

### **ARGUS Financial Analysis Project (UTD)**

- Conducted lease modelling and underwriting for commercial real estate properties.
- Analysed cash flow projections and investment returns using ARGUS Enterprise.
- Developed insights on property valuation and financial structuring to enhance portfolio performance.

## **A STUDY ON PRODUCT AND BRAND STRATEGY OF ZOMATO**

- Product and Brand Analysis: Detailed product analysis, user experience, and competitive positioning to study key drivers of customer adoption and retention in Zomato.
- Strategy and Insight for Market Growth: Analysed the branding strategy adopted by Zomato, its partnerships, promotional campaigns, and tactics regarding market development; presented valuable insights related to brand differentiation and growth.

## **SKILLS**

Stock Market Analysis, Real Estate Market Insights, Marketing, Sales, Digital Marketing

## **LANGUAGES**

English, Hindi, Telugu

## **ADDITIONAL INFORMATION**

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

# Jaiom Rola

Austin, TX | 512-925-7423 | jaiomrola@gmail.com | github.com/justjaiom | linkedin.com/in/jaiom-rola

## EDUCATION

### Bachelor of Science in Computer Science

The University of Texas at Dallas, Richardson, TX

Anticipated May, 2027

GPA: 3.5/4.0

## PROFESSIONAL EXPERIENCE

### Goldman Sachs Engineering Summit

Apprenticeship

Remote

December 2024 - Present

- Participated in 3 comprehensive job simulations, engaging in tasks such as cracking leaked password databases to identify security vulnerabilities and propose enhancements to increase security by 10%.
- Collaborated with a diverse team to develop a scalable software solution, implementing a modular architecture and optimizing database queries, which resulted in a 15% increase in processing efficiency.

### Serent Capital + Crosslake Technologies

Cyber Security Intern

Austin, Texas

May 2024 - August 2024

- Conducted 10 penetration tests, identifying 25 vulnerabilities, which enhanced the overall security posture by 10%, demonstrating a proactive approach to risk management and enriching knowledge of cybersecurity best practices.
- Collaborated with former CFOs, CTOs, and CSOs to perform comprehensive vulnerability assessments on 5 portfolio companies using 18 CIS V8 controls resulting in 20% targeted security improvements.

### Ojo Labs

Full Stack Software Engineering Intern

Austin Texas

May 2022 - August 2022

- Led the development of a minimum viable product (MVP) for a relationship timeline feature, enhancing client relationship tracking for real estate agents and improving daily operational efficiency.
- Collaborated with design interns to clarify action meanings and implement design enhancements, resulting in a 15% increase in user interface satisfaction and improved user experience.

### Code 2 College

Full Stack Software Engineering Student

Austin Texas

September 2020 - May 2024

- Selected from 300 candidates for internships with major tech companies, gaining foundational programming skills in Git, Jira, Python, JavaScript, and HTML showcasing strong object-oriented programming skills
- Completed a data analytics course, mastering statistical analysis, visualization, and machine learning to drive data-driven decision-making for real-world business challenges.

## PROJECTS

### UTD Nebula Labs - Trends

August 2024 - Present

- Contributed to the development and maintenance of UTD-Trends, a data visualization tool that enables students to analyze historical course and section data using the Nebula API and Rate My Professor API.
- Utilized React.js for front-end development and Node.js for back-end, achieving a 30% improvement in page load times and a 20% increase in user engagement through a responsive and user-friendly interface.

### Legal Whiz

March 2025

- Designed and deployed LegalWhiz, a full-stack SaaS platform using Next.js 14, Clerk, Supabase, OpenAI, and shadcn/ui to generate legally compliant business documents such as NDAs and privacy policies via natural language input.
- Integrated secure user authentication, document history tracking, and AI content generation, enabling authenticated users to generate and manage legal documents with personalized context input and copy-to-clipboard features.

### FUB Digital - Web Development Agency

May 2023 - August 2024

- Developed scalable websites for clients, optimizing user experience and increasing engagement and conversions by 30%, demonstrating a strong focus on client success.
- Leveraged data-driven analytics to monitor website performance, enabling informed, data-backed optimizations for continuous improvement; Employed SvelteKit, JavaScript, and Email.js API for all projects, deploying via Vercel

## Additional Information

**Technical Skills:** C++, Python, JavaScript, TypeScript, SQL, PHP

**Technologies:** Node JS, React, Svelte, Flutter, Vite, Next JS, Git, Jira, Excel

**Languages:** English, Gujarati

**Interests:** Machine Learning, Web Development, Basketball, Music Composing

**Work Eligibility:** U.S Citizen

# Jay Visavelia

Wylie, TX, 75098 | 469.588.9604  
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## EDUCATION

<b>The University of Texas at Dallas, USA</b>	Aug 2024 – Dec 2025
<i>Master of Science, Finance</i>	3.75
JSOM Graduate New Dean's Excellence Scholarship	
<b>Veer Narmad South Gujarat University, INDIA</b>	Jun 2020 – Apr 2023
<i>Bachelor of Commerce, Accounting &amp; Finance</i>	3.53

## PROFESSIONAL EXPERIENCE

<b>Niren Patel CPA PLLC, Plano, TX, USA</b>	Jan 2023 – Jun 2023
<i>Accounting &amp; Finance Intern</i>	
<ul style="list-style-type: none"><li>• Maintained accurate and up-to-date records with the help of general Ledger to ensure 99% accuracy.</li><li>• Analyzed preaudit financial data, executed field audit reporting to the auditor with the 98% precision.</li><li>• Improved budget preparation and optimized the tax filing process, ensuring compliance with accounting standards.</li><li>• Managed QuickBooks to tally account receivables, account Payable, reconciliation which faster process by 15%.</li><li>• Led variance analysis initiative leveraging VLOOKUP and XLOOKUP to assess actual versus budgeted performance, with findings utilized to optimize resource allocation, resulting in a budget process adopted by 10 team members.</li></ul>	
<b>C6 Lab Grown Diamonds LLP, Surat, Gujarat, India</b>	Jul 2022 – Dec 2022
<i>Financial Assistant Intern</i>	
<ul style="list-style-type: none"><li>• Executed trend assessments and risk evaluations on year-end financial data, delivering actionable insights that enhanced decision-making processes for senior management by identifying three key areas for improvement.</li><li>• Conducted variance examinations on budget versus actuals utilizing VLOOKUP and XLOOKUP techniques to track discrepancies across 15+ accounts ensuring accurate forecasting for future budgets was achieved seamlessly.</li><li>• Developed financial models for scenario analysis, aiding in strategic decision-making and contributing to a 15% improvement in financial planning accuracy.</li><li>• Prepared financial statements and analyzed monthly expenses, improving profitability assessments by 15%.</li></ul>	

## ACADEMIC PROJECT EXPERIENCE

<b>Quantitative Techniques for Financial Analysis   Hypothesis Testing and Regression Analysis</b>	Sept 2024 – Dec 2024
<ul style="list-style-type: none"><li>• Analyzed financial data for 10 companies (5 banking, 5 real estate) over 5-year period, S&amp;P 500 as market rate and 3-month Treasury bills as Risk free rate, calculating key metrics like mean, variance, skewness, and kurtosis.</li><li>• Developed a 10X10 covariance matrix, identifying a 0.75 and 0.52 correlation within banking and real estate stocks.</li><li>• Conducted time series analysis, revealing 15% underperformance of real estate stocks vs. the S&amp;P 500.</li><li>• Conducted volatility through beta calculations, indicating higher market sensitivity in banking stocks. Ran Regression analysis with R<sup>2</sup> value of 0.78, assessing stock performance predictability.</li><li>• Analyzed residual plots to ensure model accuracy, contributing to improved portfolio strategies.</li></ul>	
<b>Financial Accounting   Financial Statement Analysis</b>	Sept 2024 – Nov 2024
<ul style="list-style-type: none"><li>• Developed common-size balance sheets and income statements, along with a detailed stockholder's equity statement, leading to significant clarity in financial comparisons across three key industry sectors.</li><li>• Devised an innovative method for structuring balance sheet evaluations by utilizing standardization techniques on both assets and liabilities sections; achieved quicker turnaround times on financial report generation by 30%.</li><li>• Analyzed financial ratios and conducted time-series and cross-sectional evaluations of profitability and risk metrics.</li><li>• Conducted a comprehensive analysis of liquidity metrics, identifying key financial risks and yielding actionable insights that facilitated a 25% improvement in cash flow management strategies.</li></ul>	

## CERTIFICATIONS

- Bloomberg Market Concepts (BMC), Certified Management Accountant (CMA Part 1 Passed), IMA Data Analytics and Visualization Fundamentals Certificate, IMA's Robotic Process Automation Series, Intuit Academy Bookkeeping Exam, Introduction to Generative AI, Excel MS 365
- Work Eligibility: Permanent Resident of the United States. (No Restrictions)



# Brian Vu

(512)767-8907 | [brianvu2002@gmail.com](mailto:brianvu2002@gmail.com) | <https://www.linkedin.com/in/brianvu02/>

## EDUCATION

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### The University of Texas at Dallas

Bachelor of Arts in Finance

Dallas, TX

Expected December 2025

GPA: 3.9

**Relevant Coursework:** Corporate Finance, Valuation, Financial Modeling, Data Analytics, Accounting, Risk Analysis

## EXPERIENCE

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### Project Destined (JLL)

Financial Analyst Intern

Dallas, TX

September 2023 – November 2023

- Evaluated a live real estate deal involving the sale and development of a \$25M residential asset
- Built a 5-year cash flow projections and sensitivity analysis based on various growth rates, hold periods, and exit cap rates to accurately value a \$25M real estate deal
- Prepared and presented a 15-minute presentation to real estate professionals from Northmarq, Blue Crane, JLL, and other real estate firms
- Received 60+ hours of training on real estate fundamentals, property valuation, deal financing, financial modeling, and market research

### Brookfield Hospice

Volunteer

Austin, TX

September 2019 – August 2023

- Coordinated with the volunteer coordinator, staff, and patients to ensure 100% of healthcare requirements were met timely and correctly
- Increased patient satisfaction and comfort by 10% by continuously visiting, writing, and speaking with patients
- Filed timely and necessary reports about patient wellbeing
- Displayed adaptability through working varied schedules and assisting many patients with different needs and conditions

### Amazon

Fulfillment Center Associate

Austin, TX

May 2022 – August 2022

- Coordinated with coworkers and management ensuring that each operating area was running at 100% capacity
- Collaborated effectively with coworkers and management to ensure that 100% of orders were fulfilled correctly
- Exceeded Amazon's work standard in multiple sectors by 10-15% each day leading to increased order fulfillment

## LEADERSHIP & EXTRACURRICULAR ACTIVITIES

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### Social Entrepreneurship

Member, Rebuilding Together North Texas

Dallas, TX

August 2024 – December 2024

- Collaborated with Rebuilding Together North Texas to develop a strategic road map to aid revenue generation and business development
- Researched and created a repository containing tens of potential government, corporate, and foundation grants
- Developed a road map and strategy for organization fundraising during North Texas Giving Days

### Financial Leadership Association

Member

Dallas, TX

September 2023 – Present

- Attended networking events and workshops provided by professionals from various financial sectors and firms
- Competed in a securities analysis competition gaining practical experience valuing stocks and presenting stock pitches
- Applied various valuation strategies and forecasted financial statements to create stock pitches and analyze market risks

## SKILLS & CERTIFICATIONS

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**Skills:** Microsoft Office (Excel, Word, & PowerPoint), Public speaking, Finance, Communication, Research, Analytics, Leadership, Financial Modeling

**Certifications:** Project Destined Commercial Real Estate Fundamentals Certification, Project Destined Real Estate Financial Modeling Certification



# Career Management Center

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Herbert D. Weitzman Institute for Real Estate,  
or The Real Estate Club at UTD  
please contact**

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**Director**

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