**First and Last Name**

Concise summary that includes breadth of specific skills in role and a significant achievement.

San Francisco, CA | (555) 555-5555 | haas\_student@mba.berkeley.edu | linkedin.com/in/vanityurlwithnonumbers

**REAL ESTATE INVESTMENT PROFESSIONAL** with deep residential experience covering the entire investment life cycle – from initial underwriting through optimal positioning for disposition. Leader of both small and large teams targeting US and European markets. Oversee the acquisition and management of over 50,000 completed or planned residential units.

Good summary description of company and current role responsibilities, but a bit long. Number of bullets could also be reduced.

**EXPERIENCE**

**MARRIOTT WORLDWIDE RESIDENTIAL TRUST (NYSE: SWAG), Richmond, CA 2009-Present**

**Vice President of Portfolio Management / Vice President of Acquisitions**

SWAG is the top-performing public REIT in emerging Single Family Rental asset class and operates under consumer brand of itsmyhome.com. #5 employee of Trust (now ~600 employees) with leading role in developing firm’s underwriting and acquisitions approach and building investment platform from small private company to public REIT. Currently responsible for management and optimizing disposition of $1B portfolio of 5,000 homes spread across 8 states and 12 private funds.

* Led investigation of Spanish market opportunity and assisted parent company in underwriting and bidding national residential portfolios. Identified and cultivated local asset servicing partner and developed strategy to augment initial portfolio purchase via residential acquisitions and rental management platform
* Analyze portfolio trends and provide operational recommendations to C-level leaders to enhance portfolio performance
* Responsible for setting and executing disposition strategy; completed disposition of 1,165 homes in 2014
* Manage investor relations, reporting, and distributions for over 150 institutional and high net worth investors
* Assumed property risk management for SWAG, ran RFP process for brokers and placed master insurance program (one of the first of its kind) that generated over $2M of savings for 2014-2015 policy year
* Built and led acquisitions team from 2010-2012. Established SWAG’s signature 1-by-1 underwriting and buying approach. Implemented processes to efficiently underwrite large volumes of homes to acquire top 1-2%
* Conceived the “itsmyhome” company name and logo based on previous military experience

**DALMATIAN PARTNERS/MANTLE, San Francisco, CA 2005-2009**

**Vice President**

Spun out of Mantle with CEO and COO to form Dalmatian Partners in mid-2007. Mantle was the largest investment manager focused on US residential development, having invested $11B of capital in projects across the country since 1990.

* Located and formed relationships with leading land developers, homebuilders, and brokers as member of investment team; targeted top 2-3 residential players in each of the highest growth markets in the US for potential joint ventures
* Originated and evaluated over 250 real estate opportunities in 23 states, consisting of distressed finished land and/or controlling debt, master-planned community, single-family residential, condo, infill mixed-use, and entitlement deals
* Built financial pro forma and residual models to evaluate opportunity cash flows and return projections; presented investment memoranda to committee and limited partners. Efforts resulted in acquisition of over $283M of property

**BEAR, STERNS, Miami, FL 2000-2003**

**Financial Analyst: Investment Management Division**

Senior analyst (Series 7 and 66 Registered Representative) for team that managed over $3B across all asset classes for foundations, endowments, and high net worth families; consistently ranked as one of the firm’s top 5 revenue-producing teams

* Recommended portfolio allocations and investment plans consistent with investor assets and risk profile
* Provided daily oversight for C-level executive’s personal $68M alternative investment portfolio
* Executed trades, provided ad-hoc financial analysis and addressed client requests to surpass exacting standards
* Produced various marketing presentations and specialized client presentations

**UNITED STATES ARMY AND NATIONAL GUARD, Europe / Japan / US 1997-2005**

**Captain (Logistics Officer)**

* Mobilized for Operation Iraqi Freedom; led 37-soldier platoon through pre-deployment training and processing; qualified unit at a level that exceeded deployment standards
* Led National Guard team through 2002 Yama Sakura joint military exercise in Japan
* Managed team of German nationals in providing transportation and traffic management services for an area spanning 20,000 square miles in southern Europe
* Served as Platoon Leader responsible for 54 soldiers, 21 vehicles, and $40M of equipment in Bamberg, Germany
* Deployed to Albania during Operation Allied Force; coordinated redeployment of 1,930 vehicles and approximately 5,600 soldiers by sea, air, and rail from Kosovo region
* Organized, trained, and led 8-soldier team to successfully complete Nijmegen 100-mile foot race while carrying full military rucksacks

Military experience captures leadership abilities, strategic decision making, and the ability to coordinate and manage a large number of moving parts, all leveraged in Marriott VP role.

First & Last Name Page Two

**EDUCATION**

**UNIVERSITY OF CALIFORNIA AT BERKELEY – HAAS SCHOOL OF BUSINESS Berkeley, CA**

**Master of Business Administration, Concentration in Real Estate and Finance**

* California Building Industry Foundation Scholar, National Society of Hispanic MBAs (NSHMBA) Scholar, Summer Associate at Cherokee Investment Partners, VP Real Estate Club, International Business Development Program. Consulted with women’s health NGO in India

**HARVARD UNIVERSITY – HARVARD COLLEGE Cambridge, MA**

**Arts Bachelor with Honors, Concentration in Anthropology**

* Harvard College Scholar, Dean’s List all eligible semesters, Army ROTC: ranked first in class, ROTC program Commander, Ranger Challenge Team Captain, George C. Marshall award winner, awarded 4-year scholarship

**ADDITIONAL INFORMATION**

* Languages: Business proficiency in Spanish, basic German
* Interests: Foreign cultures, international business and travel (40 countries so far), SCUBA diving, snowboarding
* Affiliations: Urban Land Institute, Harvard Real Estate Alumni Organization, Berkeley Real Estate Alumni Association, NSHMBA, International Business Development Institute, Harvard Veterans Alumni Organization