



SPRING 2024

STUDENT RESUME BOOK



PAMPLIN COLLEGE OF BUSINESS
BLACKWOOD DEPARTMENT
OF REAL ESTATE
VIRGINIA TECH.

College Address:
185 Kent Street
Blacksburg, VA 24060

Jason Abbey
jasona23@vt.edu
804-502-6049

Permanent Address:
1300 Warfield Rd
Richmond, VA 23229

EDUCATION **B.S. Real Estate**, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.18/4.0

SKILLS Teamwork
 Microsoft Office
 Communication

EXPERIENCE **Student- Athlete**, Virginia Tech Football, Blacksburg, VA. Fall 2023 – present

- Dedicate 20+ hours a week to meetings, workouts, film, practice, and games
- Effectively communicated and worked within a team setting
- Managed time effectively while traveling for games, attending practice and going to class

Referee, YMCA, Richmond, VA. Winter 2022 – Spring 2023

- Refed for a 100 – 200 6 – 14 year olds
- Events refed include flag football and soccer
- Managed sportsmanship and environment of game

Team Sports, Dick's Sporting Goods, Richmond, VA. Spring 2022 – Fall 2022

- Employed excellent customer service and friendly interactions with every patron
- Assisted in getting customers set up with appropriate equipment and services needed
- Summers: worked 20+ hours/week; school year: worked 10 hours/week.

Cashier, Walmart, Richmond, VA. Spring 2021 – Fall 2021

- Employed excellent customer service and friendly interactions with every patron
- Assisted customers with questions, refunds, exchanges and any other duties as needed
- Summers: worked 40+ hours/week; school year: worked 10 hours/week.

ACTIVITIES Black Student Union, Freeman High School, 2021-2023

HONORS Three- year Letterman, Freeman High School
 Two time All- Region, VHSL

Areeba Abdul Aziz

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<https://www.linkedin.com/in/areeba-abdulaziz/>

EDUCATION:

Virginia Tech - Blacksburg, VA

Expected: May 2026

- B.A in Smart and Sustainable Cities and Real Estate (Double Major)
- GPA: 3.64/4.0
- Dean's List: Fall 2022, Spring 2023, Fall 2023

Jumeirah College – Dubai, UAE

September 2015- June 2022

- Completed the British Curriculum
- Took GCSE and A-Level Examinations
- Graduated with a High School Diploma

EXPERIENCE:

ValuStrat, Real Estate Research Intern - Dubai, UAE

July 2023 - August 2023

- A 4-week internship where I conducted research on the Dubai Real Estate market for a valuation and advisory firm
- Collected UAE and GCC real estate articles for research archive
- Used Microsoft Excel to analyze market data that was to be used for monthly and quarterly reports
- Learned about the valuation process specifically for green infrastructure
- Wrote articles about Dubai Luxury Real Estate trends

Bayut/Dubizzle Corporate Summer Program, Intern – Dubai, UAE

July 2021- August 2021

- A 4-week program where I met with and learnt about different departments within Bayut/Dubizzle (a proptech startup), e.g. Finance, Marketing, Product Design, etc.
- Demonstrated leadership and public speaking during group activities, e.g. created and presented a business proposal with help from the finance department and won within our group

EDUCATION4ALL, Project Leader - Dubai, UAE

November 2020 - September 2021

- Led a team as part of the United Nations Global Goals Competition, based on the Sustainable Development Goals
- Raised around \$1000 for children in need of a Quality Education (Goal #4) through the use of restaurant coupons
- My team and I reached out to around 5 schools to spread the word, designed posters to distribute around the school, and create a social media account to reach others in the city

Pakistan Association Dubai, Volunteer – Dubai, UAE

July 2021- August 2021

- Completed 56 hours of community service at the Pakistan Association Dubai and the Pakistan Medical Center
- Executed tasks within human resources, administration, insurance and customer service
- Analyzed and entered data on Microsoft Excel

AWARDS & CERTIFICATES:

Francis H. Chaney II Scholarship for Sustainable Land Use Study

August 2023

Received from Virginia Tech for the Fall 2023 Semester

SKILLS:

Microsoft Office Suite - Google Drive Suite

College Address:
917 University City Blvd
Blacksburg, VA 24060

Daria Aliaskari
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3015007392

Permanent Address:
413 Firestone Drive
Ashton, MD 20861

EDUCATION **B.S. Marketing Management**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.4/4.0

SKILLS

Adaptability Problem-solving Leadership
Sales Organizational skills Flexibility

EXPERIENCE **Advanced Sales Representative**, Vector Marketing Corporation, Rockville, MD.
Spring 2023 – present

- Currently over \$5000 in personal sales.
- Promoted to Key Staff, an entry-level leadership program.
- Accepted into Leadership Academy.

Cashier, Playa Bowls, Olney, MD. Summers 2023 & 2024

- Assisted customers in resolving issues while maintaining a consistently positive demeanor.
- Executed service duties such as food preparation, area sanitation, and table maintenance.
- Adapted to high-pressure situations.

Business LLC, Innovate, Blacksburg, VA. August 2022 – May 2023

- Gained the opportunity to network with other business majors, cultivating valuable connections.
- Provided a multitude of business prospects and entrepreneur opportunities.
- Enhanced my skills in networking and project management.

ACTIVITIES

Big Event, Virginia Tech, 2023

- Performed community service projects throughout Blacksburg

Latin Link, 2023-present

Leadership Academy, 2023

- Gained valuable insights into coaching and guiding others, enhancing leadership and interpersonal skills

Alpha Chi Omega, Sorority, 2024

HONORS

Dean's List, Virginia Tech 2022

INTERESTS

Volunteering, Traveling, Exercise, Outdoor activities, Drawing, Volleyball

College Address:
1610 Patrick Henry Dr. Apt 320
Blacksburg, VA 24061

Emmett Aravich
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732-614-5131

Permanent Address:
2549 Crestview Rd.
Manasquan, NJ 08736

EDUCATION **Financial Planning and Wealth Management**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.0/4.0

SKILLS

Microsoft Office Interpersonal Time
Decision making Leadership management
Responsible

EXPERIENCE **Camp Counselor**, Wall Township, NJ. Summers 6/2020–9/2022

- Worked 35 hours per week at Allaire Country Day Camp.
- Used my leadership skills to keep the campers active and safe during their time at camp.

Lifeguard, Wall Township, NJ. 5/2023–8/2023

- Worked 25 hours per week at The Atlantic Club.
- Required to be CPR and first aid certified.

Bar Back, Joe's Surf Shack in Belmar NJ. 6/2023–8/2023

- Employed excellent customer service tactics.
- Kept bartenders stocked and ready to serve customers.
- Worked 20 hours per week during the summer of 2023 and when I am home from school.

Bus Boy, the Salty Whale, Manasquan NJ 6/2020-1/2021

- Worked 24 hours a week during summer.
- When high school started worked 16 hours per week.

ACTIVITIES Member and Treasure of the Wall Business and Finance Academy 2018 – 2022 at Wall High School
Co-housing chair for the Kappa Sigma Fraternity 9/2023 - present
Member of the Finance Club at Virginia Tech
Rush committee for the Kappa Sigma fraternity 9/23 - present
High School Varsity Soccer Team, 2018-2022
Lacrosse and basketball high school teams 2018-2020
Dutchmen FC Club Soccer 2017-2022

Volunteering

- Summer 2021 volunteered for Liberty Haven Farm weekly through the Business Academy
- Summer 2018-2022 Worked with my high school soccer coach to help with a soccer camp.
- 2016-2029 worked at MLK Day of Service collecting donations and creating cards for various local charities.

INTERESTS soccer, golfing, working out, snowboarding, hiking

College Address:
695 Toms Creek Road
Blacksburg, VA 24060

Joshua Bagley
Your.joshub99@vt.edu
804-647-6576

Permanent Address:
8100 Hampton Arbor Circle
Chesterfield, VA 23832

OBJECTIVE

Passionate and results driven Commercial Development & Investment major with a minor in Entrepreneurship searching for a challenging role that utilizes my commercial development & investment skills while also bolstering my entrepreneurial mindset.

EDUCATION **B.S. Commercial Development & Investment**, Expected graduation: December 2024
Minor: Entrepreneurship
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.0/4.0

SKILLS	Software:	Other Skills:
	Excel	Market Research
	Costar	Real Estate Development
	ESRI	Data Analysis
		Team Collaboration
		Communication
		Event Planning
		Negotiation

EXPERIENCE

Community Assistant, The Edge Apartments & Townhomes, Blacksburg, VA. May 2023 – present

- Work part-time to help support and fund my education.
- Increased number of prospects through customer service, quality work, and communication with residence.
- Improved google reviews by providing exemplary customer service.
- Elevated team performance, enabling the manager to complete daunting tasks.
- Oversaw operations of the residential property, ensuring tenant satisfaction, organization, timely solutions for maintenance requests, thus contributing to a overall well-maintained property.

In-shop Worker, Jimmy Johns, Blacksburg, VA. Spring 2022 - present

- Provided great customer service to customers through communication.
- Collaborated with coworkers to deliver a consistent customer experience.
- Took on additional responsibilities by helping train new employees.
- I found ways to sell off slow moving items such as bread, sides, etc.
- Found innovative ways to work and improve systems that were already in place.

ACTIVITIES Lebanese Club: This club highlights the lifestyle and culture of Lebanon.

CCVT: Car Club at Virginia Tech

INTERESTS Real Estate, Stock Market Investments, Crypto, Bonds, and Formula 1

College Address:
1724 Donlee Drive,
Blacksburg, VA 24060

Trent Joseph Bailey

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703-300-4215

Permanent Address:
3916 Moss Drive
Annandale, VA 22003

EDUCATION **B.S. Commercial Real Estate**, Expected graduation: May 2024
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.8/4.0

CERTIFICATIONS

- Department of Criminal Justice Services Certification (DCJS)
- OSHA Certification Low Voltage Technician Standardization Safety & Health - 10 hours
- Cardiopulmonary Resuscitation (CPR) Certification
- Virginia Workplace Readiness Certification

EXPERIENCE

Assistant Project Manager

Time and Life LLC | Charlottesville, VA. Summer of 2022

- Responsible for renovating two historical properties around UVA
- Conceptualized and built the interior design and architecture
- Managed supplies/equipment and negotiated the price of quoted work
- Responsible for increasing profit margins for materials on a given budget

IT Technician/Security Specialist

Bailey Systems LLC | Vienna, VA. May 2020 - Present

- Low Voltage Installation Technician – Cat5/6/Fiber optics/RG11
- CCTV – Installation of Network Video Recorders
- Responsible for pre-construction prep work
- IDF/MDF/LAN – Installation of servers and network equipment

Project Manager

The Good Yard Company | Annandale, VA. June 2018 – July 2019

- Obtained 40 jobs through social media platforms.
- Quoted over 50 work sites utilizing knowledge from experience.
- Supervised, coordinated, and scheduled the tasks of a crew of 6 workers.
- Inspected work progress & equipment of work sites.

Lifeguard Manager

High Sierra | Alexandria, VA. May 2016 – Aug 2018

- Responsible for day-to-day check-in desk operations of 100+ customers
- Streamlined lifeguard shifts appropriately to the flow of traffic

ACTIVITIES

- Real Estate Club, Virginia Tech, 2022-Present
- Ultra Mountain Trail Running Club, Virginia Tech, 2022-present
- Guitar Club, Virginia Tech, 2022-present

INTERESTS

- Commercial Real Estate Development

COURTNEY BEGOON

 courtneybegoon@vt.edu

 (540) 480-0660

 Blacksburg, VA

 [linkedin.com/in/courtneybegoon](https://www.linkedin.com/in/courtneybegoon)

SKILLS

- Microsoft Office Specialist Industry Certification (Word, Powerpoint, Excel)
- WISE Financial Literacy Certificate
- Accounting Principles
- CVENT Student Certification

ACCOMPLISHMENTS

- Dean's List Spring 2023
- National FFA Scholarship Recipient 2022
- Virginia FFA State Degree
- Cardiopulmonary Resuscitation (CPR) Certified

INTERESTS

- Volunteering
- Community Involvement
- Exercising

ACTIVITIES

- Real Estate Club, Member
- Blackwood Blackwood Real Estate Department Student Ambassador
- GRAVITY Real Estate Student Ambassador
- National Association of Realtors Student Member
- Hospitality Management Association, Member
- Collegiate Women in Business, Mentorship Program
- Rockingham County Fair Office, Volunteer

EDUCATION

B.S. COMMERCIAL DEVELOPMENT AND INVESTMENT

Expected Graduation: May 2026

Virginia Polytechnic Institute & State University (Virginia Tech) Blacksburg, VA
Courses: Principles of Real Estate, Professional Development in Real Estate

B.S. HOSPITALITY AND TOURISM MANAGEMENT

Courses: Introduction to Hospitality, Introduction to International Business
Event Management, Sociocultural of Tourism
GPA: 3.57

EXPERIENCE

EVENT PLANNING INTERN

Laura Elizabeth Weddings

October 2023 - Present

- Communicate with multiple third-party vendors to keep activities on schedule
- Assist with day-of coordination by helping with the bridal party guests

CASHIER'S ASSISTANT

Costco Wholesale

May 2023 - Present

- Assisted the cashier in performing duties such as greeting customers, accepting payments and providing exceptional customer service
- Maintained a positive attitude with customers and co-workers at all time
- Achieved 25 membership upgrades in 3 months

OFFICE STAFF

TB Pallets LLC

January 2019- Present

- Assist doing invoices, payroll for 50 employees, and receipts
- Customer Interaction through 70 in-person orders and phone calls daily
- Provided assistance to other employees as needed

TEAM MEMBER

Chick-fil-a Harrisonburg

May 2020- July 2022

- Greeted customers politely and accurately took customers' orders
- Served 200 + orders per hour to customers at windows, counters, and tables
- Processed customer payments by cash, credit cards, or coupons and issued receipts, change, or refunds

PROFESSIONAL DEVELOPMENT

- Pamplin Leadership Development Conference
- Urban Land Institute Conference
- Hunter Hotel Investment Conference

Jake Bell

Current Address:
5015 Cochrane Hall
Blacksburg, VA 24061
(804) 413-4614
jakeb23@vt.edu

Permanent Address:
6821 Havers Hall Rd
Gloucester, VA 23061

Education

Bachelor of Science, Major Building Construction, expected
Bachelor of Business, Major Real Estate, expected
May 2027 Virginia Tech, Blacksburg VA
GPA: N/A at VT (First-semester in college)

High School Final Overall GPA: 4.25, 2023 Peninsula Catholic High School, Newport News VA

Experience

Pre-fabrication worker at Morgan Construction, Newport News VA
Newport News VA, (Summer 2022- Fall 2022)

- Helped put together showrooms that were subcontracted by Ferguson Enterprises
- Put together the showroom sets and would help install the appliances
- Learned how to use table saws and other such heavy machinery

Team member and cook at Chipotle Grill, Gloucester VA
Gloucester VA, (Winter 2022- Summer 2023)

- Developed workplace skills including perseverance, friendliness, and time management
- Helped customers whenever possible especially if they needed assistance

Cook and Cashier at Wendy's Company, Gloucester VA
Gloucester VA, (Fall 2021- Winter 2022)

- Learned how to be a member of a team
- Learned how to communicate personally with people
- Was in the consideration for assistant manager

Skills

- Pre-fabrication experience
- Trench digging experience
- Carpentry experience

Activities and Honors

- Vice-president of National Honor society in high school
- 1 of 3 students in National Honor society, National Spanish Honor society, National Art Honor society, and National Math Honor society
- Graduated in the top 10% of my class
- President's lists all years of high school
- Graduated 1 of 8 seniors of the month, qualifications included integrity, honesty, and responsibility.
- Ran the 4x1 and 4x4 at Penn Relays, and placed 3rd overall

College Address:
213 East Campbell, Virginia Tech
Blacksburg, VA 24061

Brooke Bennett

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LinkedIn: @brooke-bennett

Permanent Address:
37177 Walnut Ridge Pl
Purcellville, VA 20132

- EDUCATION** **B.S. Marketing Management**, Expected graduation: May 2027
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.89
- SKILLS** **Software:**
Excel Conflict Resolution
Adaptable Time Management
- EXPERIENCE** **Hostess**, Magnolia's at the Mill, Purcellville, VA. October 2022 – Present
- Seats guests and manages the seating chart
 - Welcomes and responds to guests needs and requests in a timely, friendly, efficient manner
 - Helps fellow coworkers wherever necessary to maintain a positive and efficient environment for guests
- EXTRACURRICULARS/ LEADERSHIP** **Cadet**, Corps of Cadets, Blacksburg, VA. August 2022 – January 2024
- Leads 28 peers to achieve goals amidst struggles and failure
 - Keeps up military standards while also being a student
 - Gains leadership, discipline, time management, teamwork, and integrity skills
 - Allows the ability to stay calm under pressure in a high stressed environment
- Member/Manger**, Loudoun Valley HS DECA, Purcellville, VA. September 2021 – June 2023
- Designs and creates new products
 - Supervises and guides employees towards maximum performance
 - Organizes all store operations and allocating responsibilities to personnel
 - Remerchandises, organizes, and advertises our products in effective ways based on trends and current events
- ACTIVITIES/ VOLUNTEER** Clothing Closet, Volunteer, June 2022- August 2023
Purcellville Baptist Church, Childcare Provider, August 2019- August 2023
Loudoun Valley HS Varsity Cheerleading, June 2019- November 2022
- HONORS** JOBX Fair- Corps of Cadets, Second Place, 2023
Emerging Leader Scholarship, 2023
DECA Nation Honor Society, 2023
NCA Leadership, Spirit, Commitment, Motivation, Kindness Award 2022
National Honor Society, 2021-2023
UCA All-American Cheerleader 2019, 2020, 2021
- INTERESTS** Baking, Cooking, Hiking, Horseback riding, Candle Making, Thrifting, Running, Reading, Crafting, Journaling

Daniel Bennett

Danielb03@vt.edu | (804) 840-3077 | www.linkedin.com/in/daniel-bennett-vt

EDUCATION

Virginia Polytechnic Institute and State University (Virginia Tech) **Blacksburg, VA**
BS in Real Estate: Residential Development and Investment. May 2025
Minor in Entrepreneurship: New Venture Growth

BrightPoint Community College **Midlothian, VA**
Associate of Science - General Studies Dec. 2022

Relevant coursework:

Data Analysis, Principles of Real Estate, Intro to Property Management, Professional Development, Macroeconomics, Market Analysis, Real Estate Law, Real Estate Development.

WORK EXPERIENCE

StillWater Properties LLC **Richmond, VA**
Founder, Principal 2023 – Present

- Providing investment and analytical services for both my company and fellow businesses.
- Maintaining business structure relating to acquisitions, financing, development, and relationships.
- Implementing an investment strategy growing a real estate portfolio while attending Virginia Tech.

Bennett Contracting LLC **Richmond, VA**
General Contractors Assistant 2017 – Present

- Work in the real estate investment side of the company to help with admin tasks such as accounting, market analysis, and deal analysis for transactions valued between \$50 – \$200k.
- Learn a variety of technical skills in residential development such as plumbing, carpentry, and electrical tasks.

CAMPUS INVOLVEMENT

Delta Sigma Pi – Professional Business Fraternity, Virginia Tech **Blacksburg, VA**
Internal Relations Chair, Public Relations committee, Fundraising committee Jan. 2023 – Present

- Fostering unity, open communication, and professional development within our fraternity.
- Engaged 500+ alumni and faculty to share advice on their career, DEI, and education to 80+ member brotherhood.
- Planned and executed fundraising events to raise a record \$2000+ for fraternity.

Real Estate Club, Virginia Tech **Blacksburg, VA**
Member Jan. 2023 – Present

- Participate in monthly meetings networking and learning with industry leaders.

Business Club, Brightpoint Community College **Midlothian, VA**
President, Founder Aug. 2021 – Dec. 2022

- Developed an action plan to restart the Business Club and bring on a faculty advisor for mentorship.
- Facilitated weekly meetings with 10+ members discussing business-related topics, including macroeconomic trends, marketing, management, and professional development.
- Maintained consistent weekly marketing through flyers, and newsletters, growing club membership by 20+ members.

SKILLS AND INTERESTS

Technical Skills: Excel – PivotTables, Sensitivity Analysis, ANOVA, Regression

Professional Strengths: Adaptability, Leadership, Critical Thinking, Communication, Persistence

Interests: Snowboarding (A-Basin), hiking (Rockies), reading, psychology, weightlifting, soccer.

College Address: 208 Addison Ct, Blacksburg, VA 24060	Jonna Berghoff Jon nab@vt.edu (540) 621-6135	Permanent Address: 203 E Blackman St, Nags Head, NC 27959
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EDUCATION

B.S. Real Estate, Expected Graduation: May 2026

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

B.S. Marketing Management, Expected Graduation: May 2026

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

GPA: 3.7/4.0

SKILLS

SalesForce

ServSafe Certified

EXPERIENCE

Server, Sunset Grille and Bar, Duck, NC. May 2023 - August 2023

- Efficiently served at a high traffic location, while providing a high-quality dining experience
- Worked over the summer to finance educational expenses

Event Server, Potomac Point Winery, Stafford, VA. May 2021- June 2022

- Catered to large private parties.
- Maintained an extensive knowledge of the meals, wine, and wine making process.
- Worked over 40 hours a week, while receiving an average 30- 40% tip rate.

Baker, Expeditor, Potomac Point Winery, Stafford, VA. May 2019- June 2021

- Baked and decorated wedding and event cakes
- Managed communications between front and back of house staff, solving any problems that arose.
- Received “Employee of the Month,” as well as numerous positive customer reviews.

ACTIVITIES

Alpha Chi Omega, Spring 2023- current.

- Help organize the largest greek life event on campus raising over \$70,000 a year for domestic violence awareness

Kappa Alpha Order, Fall 2023- current.

HONORS

Perfect Attendance (high school)

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1262 Progress Street NW, 5600D
Blacksburg, Virginia 24060

Sydney Beverly
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434-473-1151

Permanent Address:
116 Sanders Lane
Lynchburg, Virginia 24503

EDUCATION **B.S. Marketing Management** Expected graduation: May 2025
Minor: Digital Marketing Media
B.S. Real Estate for Residential Properties Expected graduation: May 2025
Minor: Smart and Sustainable Cities
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0

SKILLS

Software:

Excel MS Office
Canva CoStar

Other Skills:

Illustrator Social Media Management
Photoshop Technical Writing
Research

EXPERIENCE

Daycare Assistant Teacher, Rainbow Riders Childcare Center, Blacksburg, VA Fall 2023 – present

- Work 15 hours per week to help fund college education.
- Applied positive behavior management techniques to enhance social interactions and emotional development.
Maintained effective schedule balance between rest periods, active play, and instruction.
- Kept notes of behavior issues, food served, and medications administered to children.
Met with parents about daily activities, positive developments, and issues.
- Enforced rules and managed behavior through developmentally appropriate discipline. Observed play activities to identify positive behaviors and areas in need of improvement, implementing behavior redirection where appropriate.
- Documented and reported behavior issues or accidents to parents, minimizing future problems.
Served as positive role model, promoting healthy interpersonal behaviors.
- Assisted children with regular hand washing and wiped down hard surfaces often to minimize germ spread.
Complied with strict safety and organizational regulations, policies, and procedures.

Day Camp Counselor, Downtown Family YMCA of Chattanooga, TN. Summer 2023

- Monitored behavior of each child and reported incidents or suspicion of abuse to superiors.
Built and maintained positive relationships with campers, staff and families.
- Planned and lead diverse activities to entertain children and promote core values.
Kept all camper and work areas neat, clean and organized.
- Updated all documentation and logs to maintain camp and camper records.
Kept track of allergies and dietary restrictions, verifying correct meals and snacks were given to campers.
- Developed and monitored safety policies and procedures to facilitate safety of participants. Planned weekly activities schedule for assigned group and facilitated smooth transitions for on-time arrival.
- Implemented and developed programs to promote physical fitness, teamwork and healthy living.
Provided clear instruction to activity and program participants to deliver fun and maintain safety.
Resolved conflicts that arose between campers by listening to complaints and finding appropriate solutions.
- Supervised camper activities to address behavioral issues and promote fun, safety and inclusivity.

Dining Service Worker, Westminster Canterbury of Lynchburg, Lynchburg, VA. May 2020 – August 2022, Year Round

- Primarily worked as a server, cashier, and sanitation lead.
This job required lots of customer service skills, along with great attention to detail.
- Promoted clean, safe and neat environment for guests.
Advised guests on combinations of food and drinks and accommodated reasonable requests and preferences.
- Created positive first impressions to build loyalty in return guests.
Engaged in suggestive selling and other sales techniques.

ACTIVITIES

National Honor Society Member.
National German Honors Society Member.

Elected to Student Council Association. President of Girls In Virginia.

Partnered with Food for Thought in 2019-2021 and helped provide packaged meals for families in need within the community.

President of Starfish Club

- Worked on creating leadership skills, fostering humanitarian efforts, and raising awareness of issues outside the walls of school.

Elected Captain of Junior Varsity Lacrosse.
Elected Captain of Field Hockey Leadership Council.

Participator in Ronald McDonald House Charities Philanthropy 2021-Present

Certifications

2023-12 Area Professional Development Virginia Preservice Training for Child Care Staff, Virginia Department of Education

2023-09 Mandated Reporters: Recognizing and Reporting Child Abuse and Neglect, Virginia Department of Social Services

2023-09 Daily Health Check, Virginia Department of Social Services

2023-05 Adult First Aid CPR AED All Ages Blended, American Safety and Health Institute

2023-09 OSHA/ Blood-borne Pathogens, National OSHA Foundation

USDA Regulations/Protocols, United States Department of Agriculture

College Address:
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Main Eggleston Hall Room 129
Blacksburg, VA 24061

David Blackmon
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Permanent Address:
1311 East 63rd Street
Chicago, IL 60637

- EDUCATION** **B.S. Finance and Real Estate**
Expected Graduation: December 2026
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.19/4.0
- SKILLS** **Software:**
Excel Microsoft Office
Python SolidWorks
- EXPERIENCE** **Project Manager**, The Consulting Group at Virginia Tech, Blacksburg, VA.
Fall 2023 – Present
- Managed a team of 5 consultants while serving as the main point of contact for project clientele.
 - Proposed new initiatives to support companies' development efforts while increasing overall growth and revenue.
- Student Leader**, Virginia Tech Residential Well-being, Blacksburg, VA.
Fall 2023 – Present
- Utilizes conflict mediation and crisis management skills to foster connections with over 150 students.
 - Traditionally known as a Residential Advisor
- Business Analyst Intern**, Wootic, Argentina, South America. Summer 2023
- Conducted market research of Non-Fungible Tokens (NFTs) and proposed suggestions regarding UI/UX planning for NFT software.
 - Supported the development of a financial model to plan the pricing and project the investment return of the NFT.
- Analyst**, The Consulting Group at Virginia Tech, Blacksburg, VA.
Fall 2022 – Spring 2023
- Supported a non-profit group in the development of a 5-year plan to boost engagement and organization growth.
 - Interviewed stakeholders and partners while completing a SWOT analysis to understand an organization's biggest strengths and weaknesses.
- Strategic Engineering Intern**, Constellation Energy, Marseilles, IL Summer 2022
- Developed a strategic plan to support future company initiatives.
 - Improved research skills and gained experience working under project constraints and tight deadlines.
- ACTIVITIES** Virginia Tech Rising Sophomore Abroad Program: Japan and South Korea Program Attendee, Spring – Summer 2023
- HONORS** CPS Wentcher Foundation Scholarship Award Recipient, 2022 – 2026
- INTERESTS** Golf, Basketball, Traveling, Cooking

College Address:
403 Laurence Lane
Blacksburg, VA 24060

Cameron Bodis

camb@vt.edu
410-925-0512

Permanent Address:
2602 Kenwood Dr.
Joppa, MD 21085

EDUCATION **B.S. Building Construction and Real Estate**, Expected graduation: Dec 2024
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.53/4.0
Earning and financing 50% of college education and expenses

SKILLS

Software:	Other Skills:		
Excel	ESRI	Leader	Communication
Bluebeam	CoStar	Trustworthy	Time Management
Revit	Navisworks		

EXPERIENCE **Intern**, Plano-Coudon Construction, Baltimore, MD. May 2023 – August 2023

- Interned as an entry level project engineer/ superintendent on the final stages of a 150-unit multifamily apartment building in Wilmington, DE.
- Effectively managed punch list completion by introducing new means and methods and working with subcontractors to produce high quality work.
- Communicated and worked well with 5 leasing team members and 30 tenants during the move in process while construction was still occurring to ensure a new client relationship.

Assistant Superintendent, Peacock Holland, Blacksburg, VA. September 2022 – May 2023

- Part-time working during college on a multifamily housing remodeling project at Riverbend Apartment in Radford, VA
- Managed scheduling and on-site performance of trades during all stages of the project
- Kept track of safety and on-site protocols, while maintaining an organized, clean, and productive job site

Garage Door Mechanic, Bob's Overhead Door, Baltimore, MD. June 2018 – August 2021

- Worked in the summer as well as all throughout the school year during COVID-19 pandemic while in High School while managing my time between class and working 40+ hours a week.
- Installed garage doors on large scale projects with 100+ commercial door buildings, as well as residential garage doors and openers throughout all of MD.
- Was given responsibilities including opening and closing the shop, overseeing the maintenance of the property, and increasing customer relations and satisfaction.

ACTIVITIES Real Estate Club General Member, Virginia Tech, 2022-Present

HONORS Dean's list for academics, Virginia Tech, 2021-2024
OSHA 30 Certification, 2021
Eagle Scout, 2019

INTERESTS Golf, Snowboarding, Spending time with family and friends, Working with my hands, Boating

College Address:
Cochrane Hall, Room 3131
770 Washington St.
Blacksburg, VA 24061

Avery Bowen
averybowen@vt.edu
(757) 719-7889
www.linkedin.com/in/avery-bowen

Permanent Address:
35351 Amanda Loop
Ivor, VA 23866

EDUCATION **Bachelor of Science in Real Estate**

Virginia Tech

Expected Graduation Year: 2026

- **Concentration: Real Estate for Residential Properties**
- **Status: First-year student (current)**

Honors High School Diploma

- Southampton High School
- Courtland, VA
- Graduated: 2023

Dual Enrollment General Education Certificate

- Paul D. Camp Community College
- Franklin, VA
- Completed: 2023

EXPERIENCE **Seasonal Server** - Don Pancho's Cantina, Franklin, VA

- Proficient in menu knowledge for customer inquiries
- Strong communication skills for in-person and phone take-out orders
- Committed to maintaining restaurant cleanliness, even after closing

Summer Nanny

- Trusted caregiver responsible for providing care for two children, ages 10 and 12
- Incorporated stimulating activities into the daily itinerary, i.e. the Virginia Aquarium, visits to the local swimming pool, and other nearby attractions
- Created a safe and nurturing environment for the children, including homemade meal preparation and household upkeep as a paid homemaker

ACTIVITIES Active Member, Eta Omicron Chapter of Alpha Phi
Intern, GRAVITY Real Estate Group, 2023-present
Honor Distinction, GPA above 4.0, 2019-2023

Teen Miss Relay for Life, 2021

Local Pageants for Fundraising (Ongoing)

Community Engagement Blog, 2022

Active Member, Greenville/Southampton Hokie Club and Alumni Chapter of Virginia Tech

Active Member, Real Estate Club at Virginia Tech

INTERESTS Rental property investment

Travel Enthusiast, Enjoy beach outings and boat rides

Regular concert-goer

Certified shopping professional

Social Butterfly, Value meeting new people and spending quality time with friends

Advocate for Women's Heart Health and the Alpha Phi Foundation, Passionate about giving back

Committed to building a personal brand as a real estate agent

Aspiring to establish a tanning salon in my hometown post-grad

College Address:
510 Jackson Street, Apt. C
Blacksburg, VA 24060

Jason Breen
Jbreen4@vt.edu
434 284 2812

Permanent Address:
2050 Brownstone Lane
Charlottesville, VA
22901

EDUCATION **B.S. Finance and Real Estate**, Expected graduation: May 2026
B.S. Real Estate for Commercial Properties
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.54/4.0

Advanced Diploma – Math, Engineering and Science Academy
Albemarle High School, Charlottesville, VA
GPA: 4.7/5.0

SKILLS **Software:**
Excel PowerPoint
Word

EXPERIENCE **Dining Hall Staff**, Turner Place, Blacksburg, VA. Fall 2023 – present.
● Work 10 hours per week to help fund college education.
● Prepare, cook, and serve food.
● Assist with closing duties, including washing and prepping dishware.

Golf Clubhouse Attendant, Meadowcreek Golf Course, Charlottesville, VA.
Summer and Winter 2023
● Assisted members with financial transactions in the pro shop.
● Cleaned and managed golf carts.

Café Attendant, ACAC, Charlottesville, VA. Summer 2021, Summer 2022
● Handled customer service.
● Prepared, cooked, and served food.
● In charge of closing duties, including balancing the cash registers and washing and prepping dishware.

ACTIVITIES *Phi Gamma Delta (FIJI)*, 2022 – Present
● Participate in events benefiting the Jimmy V Foundation
● Assist with local service projects benefiting the Blacksburg area.

Eagle Scout (Boy Scout Troop 1028), 2021
● Leadership roles – Patrol Leader, Librarian, Chaplain’s Aide
● Assist with local service projects benefiting the Charlottesville area.

HONORS National Honor Society, 2022
Dean’s list, 2022 and 2023

INTERESTS Golf, Reading, Travel

Charles Buchinsky

charleslee@vt.edu
(540)505-4162

Permanent Address:
6737 Falling Branch Rd.
Fairlawn, VA 24141

EDUCATION **B.S. Real Estate**, Expected graduation: May 2025
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.1/4.0

SKILLS **Software:**
Excel ESRI
Bluebeam CoStar

EXPERIENCE **Intern**, JWB Contractors, Dublin, VA. May 2022 - present

- Create bids and takeoffs.
- Assist workers in the field.
- Extensive knowledge and familiarity with the software's Bluebeam and Excel.

Assistant, GRAVITY Real Estate Group, Blacksburg, VA. December 2021 – May 2022

- Worked as an assistant to a partner of GRAVITY.
- Attended meetings, took notes, gathered data for my employer.
- Also performed small repairs and fixes on houses when required.

Food Truck Operator/ Waiter, Bluegrass BBQ, Pembroke, VA. September 2021-May 2022

- Oversaw making sure food truck was ready and stocked the driving to venues as well as taking orders from customers and cooking.
- Waited tables in the brick-and-mortar location.

Cook, The Farmhouse Restaurant, Christiansburg, VA. May 2020 – September 2020

- Worked to fulfill orders quickly and with care as a cook.

Laborer, JWB Contractors, Dublin, VA. May 2022 - present

- Worked Directly under Foreman in the field.
- Completed all tasks required of me such as, building retaining walls, using concrete forms, running ditches, laying pipe, etc.

ACTIVITIES Marching Virginians at Virginia Tech, Rank Captain 2020-2024
Pep Band, Virginia Tech, 2023-2024
Campus Band, Virginia Tech, 2024
Campus Band, Radford University, 2023
Adult Leader BSA Troop 244, Radford, VA 2023- Present

HONORS Boy Scouts of America, Eagle Scout 2019
Philip J Sadler Volunteer of the Year Award, New River Community Action 2018

INTERESTS Auto Mechanics, Farming, Drafting, Ensemble Music

College Address:
517 Hunt Club Rd, Apt. 26D
Blacksburg, VA 24061

Alec Busch
alecbusch1@vt.edu
Your contact number here

Permanent Address:
57 Crystal Ridge Dr
Tolland, CT, 06084

EDUCATION **B.S. Civil and Environmental Engineering**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.86/4.0

SKILLS **Software:**
Excel Bluebeam Revu
Civil 3D Revit

EXPERIENCE **Intern/Part Time**, CHA Consulting, Rocky Hill, CT. May 2023 – January 2024

- Worked forty hour weeks as summer intern, part time during semester.
- Analyzed and developed bridge plans, completed estimate calculations, participated in site visits.
- Contributed to corporate intern project, presented to all interns and support staff regarding hydrogen power research.

Intern, Traveler's Insurance, Hartford, CT. June 2022 – August 2022

- Worked full-time in a hybrid system.
- Managed share drive access for both national and international employees
- Consistently communicated effectively with various employees to evaluate needs, developed skills with Excel for bookkeeping

Self-employed, C&B Lawncare. March 2021 – July 2022

- Acquired fifty clients in a partnership, provided landscaping services year round.
- Purchased and maintained all equipment, managed employees when necessary.
- Successfully turned profit prior to selling out to partner.

ACTIVITIES Phi Sigma Kappa, Epsilon Hexaton Chapter, Chair Position, 2023-Present
American Society of Civil Engineers, Virginia Tech, 2023-Present
Philanthropy: Special Olympics 2023-Present
Undergraduate Research: Pratt & Whitney: Fall 2022-Spring 2023
High School Varsity Golf Team, Captain, 2019-2022
High School Basketball, 2018-2020
Confirmed Member of the Catholic Church: May 2020

HONORS Dean's List for Virginia Tech College of Engineering: Fall 2022-Present

INTERESTS Personal Investments, Residential Real Estate, Golf, Weightlifting, Catholicism

COMMUNITY WORK Soup kitchen volunteer through Catholic Church: Fall 2019-Spring 2021
Clothing bank volunteer: Fall 2019-Spring 2021

5135 Hideaway Hill Lane
Marshall, VA, 20115
(703)744-0993
johnbynaker@vt.edu

John Bynaker

EDUCATION

- Associate's Degree in Finance from Virginia Tech
- Advanced diploma from Fauquier High School

SKILLS

- Computer: Microsoft Office (Word, Excel, Powerpoint)
- Experienced public speaker
- Leadership
- Networking
- Marketing
- Sales
- Public Relations
- Recruiting

EXPERIENCE

Vector Marketing, Fairfax, VA – *Head Assistant Manager*

May 2023 – PRESENT

- Helped to recruit and train a sales force to be the #4 office in the Eastern Region during our annual three week sales competition
- Interviewed over 500 applicants
- Provided weekly consultations for all representatives, serving as a coach and advisor

Vector Marketing, Fairfax, VA – *Sales Representative*

January 2023 – PRESENT

- Conducted in-home presentations of Cutco Cutlery products
- Learned the selling cycle, rapport building, negotiating skills and closing strategies
- Received five sales promotions in my first 30 days of employment
- Filled and submitted 82 customer orders through 113 presentations
- Identified 472 potential customers via word-of-mouth advertising
- Responsible for \$43,948 in sales of Cutco Cutlery
- **#3 representative in the nation for the month of January, 2023**

ACTIVITIES

- Recruitment executive officer for Tau Kappa Epsilon Fraternity

- Helped to raise over \$200,000 in monetary donations for St. Jude Children's Hospital during Tau Kappa Epsilon's annual week long philanthropy event

HONORS

- Dean's List at Virginia Tech (Fall 2023)

INTERESTS

Career Interests

- Financial Consulting
- Financial Analytics
- Real Estate Finance
- Commercial Development
- Residential Development
- Medical Device Sales
- Sales Management

College address:
410 Drillfield Dr, Virginia Tech
Blacksburg VA, 24061

Stella Carney
stella23@vt.edu
2036417487

Permanent address:
45 Green Hill Rd.
Orange CT, 06477

Education: B.S Finance and Real Estate, expected graduation: May 2027

Secondary major: B.S RE for Commercial Properties

Minor: Property Management

Virginia Polytechnic Institute and State University (Virginia Tech), Blacksburg, VA

GPA: 3.6/4.0

Skills:

Communication Leadership Teamwork Problem-solving Adaptability

Experience:

Server, Salty Tomato Pizzeria, West Haven, CT. Fall 2021-present.

- Maintained clean and organized dining areas to uphold restaurant hygiene standards.
- Resolved customer complaints promptly and professionally.
- Operated cash register for cash, check, and credit card transaction.
- Greeted customers, solved customer needs, and prepared/served food.

Captain, Varsity lacrosse team captain, 2023

- Organized off-season events/fundraising.
- Instructed team during practices and games.
- Held accountable for forty players.

CO – President, SHA School Spirit Club, 2022-23

- Organized and ran meetings.
- Presented new school spirit ideas to administration.
- Advertised for more members.

Activities:

- Four-year varsity field hockey, 2019-22
- Four-year varsity lacrosse, 2020-23
- Three-year varsity basketball, 2019-21
- U-MATTER club, 2019-21
- SHA School Spirit Club, 2022-23

Honors:

- Bloomberg certified, 2021
- ALL - state – field hockey, 2022
- ALL – conference – field hockey, 2022
- ALL – conference – field hockey, 2021
- High honors, 2019
- High honors, 2022
- High honors, 2023

Interests:

Real estate, writing, travel, technology

Ella Chitty

College Address:

200 Kent Street, Virginia Tech
Blacksburg, Virginia 24061

ella.chitty@aol.com

804-873-2805

Permanent Address:

2707 Valley Springs Road,
Powhatan, Virginia 23139

Education

B.S Real Estate, Expected graduation: May 2027

Minor: Property Management

Virginia Polytechnic Institute and State University, Blacksburg, VA

GPA: 3.5/4.0

Skills

Reliable, Hard Working, Customer Service

Experience

Virginia Tech Athletic Department

- September 2023 - Present
- Work athletic events as needed, including scoreboard and stat runner

Wendy's

- August 2022 - November 2022
- Responsible for counter sales, order fulfillment, and daily store closing activities

Richmond Strikers

- September 2021 - August 2022
- Responsible for merchandise sales, stocking shelves, and monitoring games

Activities

Future Business Leaders of America, 2022-2023

Planeteers Club, 2019-2023

Varsity Soccer, 2020-2023

Club Soccer, 2018-2023

Honors

Science National Honor Society, 2021-2023

English National Honor Society, 2021-2023

Math National Honor Society, 2021-2023

Interests

Soccer, Hiking, Painting, Reading, Music

Current Address:
720 Washington St SW,
Blacksburg, VA 24061

Patrick Clark
(703) 814-3371
Clarkpa05@vt.edu

Permanent Address:
12732 Effie Rose Pl
Woodbridge, VA 22192

OBJECTIVE I am seeking a Cooperative Education position related to politics for spring 2024.

EDUCATION

B.S. Political Science, Expected graduation: May 2027

Minor: Real Estate

Virginia Tech, Blacksburg, VA

GPA: 4.0

Earning and financing 50% of college education and expenses

SKILLS

Money Handling

Customer Service

Food Skills

Research Skills

Leadership

Team Building

Organization

Punctuality

EXPERIENCE

Cashier, Stonebridge Ice Rink, Stonebridge, VA Fall 2022-present

· Worked as cashier as well as skate host, learned manager skills.

Cashier, Waterworks Waterpark, Dale City, VA Summer 2023

· Worked as Cashier for PWC parks and recreations.

· Learned how to be audited and process checks.

Scooper/Cashier, Campbell's Frozen Custard, Woodbridge, VA, Summer 2023

· Experience working for a local business and with the local community.

· Gained food experience.

· Learned how to close within a food business.

ACTIVITIES

IRO (International Relations Organization, Virginia Tech, 2023

BSA (Black Student Association), Virginia Tech, 2023

ASA (African Student Association), Virginia Tech, 2023

Political Science Club, Virginia Tech, 2023

BMEN (Black Men's Excellence Network, Virginia Tech, 2023

High School Varsity Track Team, 2021-2023

High School Leadership, 2021-2023

High School Key Club, 2021-2023

Camp Counselor Volunteer, Good Shepherd United Methodist, 2023

HONORS

Summa Cum Laude, Colgan High School, 2021-2023
Leadership Award, 2023
Presidential Award for Academic Excellence, 2023
National Honors Society, 2023

College Address:
110 Whitehurst Hall, Virginia
Tech Blacksburg, VA 24061

AJ Condlin
ajcondlin23@vt.edu
(804) 922-7695

Permanent Address:
10313 Fraser Ct.
Richmond, VA 23233

EDUCATION **B.S. Commercial Real Estate and Real Estate Finance**
Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.81/4.0

SKILLS

Software:	Other Skills:
Excel	Data Analytic
Word	Time Management
CoStar	Organization
CRM Databases	

EXPERIENCE

Intern, Newmark & Company Real Estate Inc, Richmond, VA. June – August 2023

- Entered and researched over 3,000 companies, clients, and properties.
- Assisted in 5 building tours.
- Worked 25+ hours per week.
- Converted contact information into a CRM (Contact Relationship Management).
- Organized property data.

Associate Staff, Catholic Heart Work Camp, USA. Summer 2022 & 2023

- Helped prepare meals for over 250 campers per week.
- Worked 16-hour days.
- Helped organize and run a program every night for the 250 campers per week.
- Unloaded, packed, and organized thousands of units of equipment and tools.
- Unloaded and organizes 500+ containers of food per week.

Business Developer, Wave Care, Blacksburg, VA. September 2023 – Present

- Presented and Placed in the finals for the Virginia Tech Game Changers.
- Evaluated and improved company's plans for success.
- Researched and organized information.

ACTIVITIES

Catholic Heart Work Camp, Camper, USA, 2016-2022

- Traveled to 7 camps as a camper in 5 different cities.
- Built 5 wheelchair ramps, painted 3 houses, and packed 400+ meals.
- Lead a group of 75 teenagers.
- Worked on teams with others from other states to serve those less fortunate.

Sleep in Heavenly Peace, Volunteer, Richmond VA, 2018-present

- Delivered and assembled 10 beds to children sleeping on the floor.
- Built the pieces to 50+ beds that were later delivered and assembled.
- Organized and transported building materials.

Debate Club, Member, Richmond, VA 2023
High School Varsity Basketball Team 2021-2023

HONORS

Virginia Tech Honors College
Virginia Tech Dean's List
Knights of Columbus Scholarship Recipient
National Society of High School Scholars

INTERESTS

Volunteering, Travel, Music, Sports, Exercise

Chance Coppola

College Address:
408 Hunt Club Road Blacksburg,
VA US

cjoppola@vt.edu
5154919838

Permanent Address:
2827 147th st
Urbandale Iowa, 50323

- EDUCATION** **B.S. Real Estate**, Expected graduation: May 2026
Minor: business Finance
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.5/4.0
Was able to get full scholarship
- SKILLS** **Soft Skills:**
- | | | | |
|------------------|------------------|------------------------|--------|
| -Leadership | -Adaptability | -Marketing | -Sales |
| -Problem solving | -Decision making | (seo,content creation) | |
| | | -Teaching | |
- EXPERIENCE** **Athlete** Division one athlete at two universities
- Had offers from over 50 d1 schools
 - Freshman Top 50
 - Top goal scorer as freshman and sophomore
- Business**, Coaching Business. Summer of 2023
- Created an advert through social media marketing generating over 100 clients. I was able to exchange my value for money.
 - Built relationships with customers and retained the customers
 - Grossed over \$10,000 in cash over summer independently
 - Expanding the business added an employee
- ACTIVITIES** Saint Louis University Soccer Team, 2022-2023
Virginia Tech Soccer Team , 2023-2024
- HONORS** -Saint Louis Univeristy Honor Roll Academic, 2023
-Scholar Athlete Award, 2023
-A10 Championship All-Tournament team (freshman)
-A10 Conference All Rookie Team
- INTERESTS** Sports, Business, Real Estate, Personal brand, Entrepreneurship, and Personal Growth

College Address:
925 Prices Fork Road
Blacksburg, VA 24061

Melanie Cuenca-Crosetto
melanie3cuenca@gmail.com
571-466-2335

Permanent Address:
8103 Springfield Village Dr
Springfield, VA 22152

EDUCATION

West Springfield High School
6100 Rolling Rd, West Springfield, VA 22152
Graduated May 31, 2022
GPA: 3.98/4.0

B.S. Residential Development and Investment, Expected graduation: May 2026

Minor: Property Management

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.32/4.0

SKILLS

Languages:

English- Fluent

Spanish- Fluent

Other Skills:

Managing Canvas

Cashiering Powerpoint

Retail Sales LRO

RealPage Onesite

MeetAlise ActiveBuilding

Flex Pay

EXPERIENCE

Sales Associate, Champs Sports, Springfield, VA. August 2020 – September 2021

Worked throughout the COVID-19 pandemic.

Won several sales contests within the company.

Placed #25 in the Top 40 Associates in the District Competition.

Crew Member, Dunkin', Springfield, VA. June 2021 – October 2021

Work 40 hours per week to begin personal savings.

Promoted to Shift Leader after the first month.

Earned the "Employee of the Month" award in July.

Tent Operator, Pasta Illgato, Arlington, VA, April 2022 - August 2022

Managed and ran a tent alone at several farmers market locations.

My responsibilities included setting up and packing up the tents, persuade and inform potential customers, and deal with the money.

College Address:
925 Prices Fork Road
Blacksburg, VA 24061

Melanie Cuenca-Crosetto
melanie3cuenca@gmail.com
571-466-2335

Permanent Address:
8103 Springfield Village Dr
Springfield, VA 22152

**EXPERIENCE
CONTINUED**

Intern, Grady Management, Silver Spring, MD. May 2023 - July 2023
Either took on the role of or shadowed Marketing Consultants, Marketing Managers, Maintenance/Service Employees, and Property Manager. Managed working in diverse properties ranging from Class A to Affordable Property. Experience in conducting leasing tours, pre-vacancy and move-out inspections, and handling phone calls to effectively engage prospects and maintain positive relationships with residents.
Highly adept at addressing challenging situations with a calm and professional demeanor, consistently resolving issues to ensure resident satisfaction and organizational success.

ACTIVITIES

Key Club, West Springfield High School, 2020-2022
English Honors Society, West Springfield High School, 2020-2022
History Honors Society, West Springfield High School, 2020-2022
Spanish Honors Society, West Springfield High School, 2019-2022
West Springfield Dance Team, West Springfield High School, 2018-2022
Students of Hip-Hop Legacy, Virginia Tech, 2022-Present
Dancing's Our Poison, Virginia Tech, 2022-Present
Latin Link, Virginia Tech, 2022-Present

HONORS

Student of the Quarter, 2019
International Night Event Coordinator, West Springfield High School, 2021-2022
Spanish Honors Society President, 2021-2022
West Springfield Dance Team Captain, 2020-2022
Hispanic Student Alliance Scholarship Winner, 2022
Dancing Is Our Poison Visual Media Manager, 2023-2024

College Address:
1620 Patrick Henry Dr
Blacksburg, VA 24060

Kieran Culver
kieranculver135@gmail.com
516-880-2050

Permanent Address:
100 Chicago Ave
Massapequa, NY 11758

EDUCATION **B.S. Real Estate**, Expected graduation: December 2024
Minor: Finance
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.98/4.0
In Major GPA: 3.29/4.0

SKILLS MS Office Financial Analysis Yardi Critical Thinking
Excel Market Research CRM Customer Service

EXPERIENCE **Leasing Consultant Intern**, Windsor Communities, NYC, NY. Summer 2023

- Assisted with property management tasks for a \$2.3B luxury rental building (Waterline Square)
- Assisted the leasing team with operational and admin tasks to increase occupancy by 5%
- Helped residents with issues regarding rent, lease renewal and nonrenewal.

Busser, The Boatyard, Tobay Beach, NY. Summer 2022

- Provided a clean dining experience for all customers.
- Successfully maintained the cleanliness of the restaurant for 8+ hours per day.
- Assisted kitchen staff with setting up and maintenance of private parties.

Dog Daycare Attendant, Pawllywood, Massapequa, NY. Summer 2021

- Maintained safety and order in a high energy environment containing over 40 dogs.
- Tended to animals effectively in emergency situations.
- Communicated efficiently with managers throughout the day regarding animal behavior.

ACTIVITIES Theta Chi Fraternity, Virginia Tech, 2021-present
Housing Committee, Theta Chi, 2022-present
Real Estate Club, 2021-present
Finance Club, 2021-present
Big Event, 2022-present

HONORS National Honors Society, 2017-2020
Spanish Honors Society, 2017-2020

INTERESTS Interior Design, Personal Finance Books, Golf, Hiking.

College Address:
530 Washington St
Blacksburg, VA 24060

Stephen Daughtry
Stephend22@vt.edu
703-687-2318

Permanent Address:
1403 Barksdale Drive
Leesburg, VA 20176

EDUCATION **B.S. Commercial Real Estate**, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.6/4.0

SKILLS **Software:** **Other Skills:**
Excel Communicatio
n
Leadership

EXPERIENCE **Cart Attendant**, River creek Golf Club, Leesburg, VA. Spring 2021 – present

- Work 20 hours per week to help fund college education.
- Attend to customers to ensure they have a quality experience.
- Tended to co-workers when help was needed.

Baseball Umpire, Central Loudoun Little League, Leesburg, VA. Springs 2020 – 2021

- Call balls and strikes when behind the plate.
- Judge when a runner is safe or out when in the field.
- Ensure game was played fairly and both teams had an equal advantage.

ACTIVITIES Member of Phi Kappa Psi, 2023-present
Men’s Mental Health Philanthropy, Fall 2023
High School Varsity Golf Team, 2019-2023
High School Symphonic Band, 2019-2022

HONORS Captain of Varsity Golf Team, 2022-2023
Honor Roll, 2019-2023

INTERESTS Sports, Traveling, Volunteer Work

Emily Davidson

804-625-8266 • Emily06@vt.edu • Mechanicsville, VA 23111 • <https://www.linkedin.com/in/emily-davidson-44a91024a>

PROFESSIONAL PROFILE

Hard working and responsible college student seeking employment in the real estate industry. Specifically interested in commercial real estate sustainability and developments.

EDUCATION

Bachelor of Science in Business Finance/ Real Estate

Anticipated: May 2026

Virginia Tech - Blacksburg, VA

Advanced Diploma

Mechanicsville High School- Mechanicsville, VA

June 2020

GPA 4.3

PROFESSIONAL EXPERIENCE

Banquet Server

May 2023 - Present

Country Club of Virginia - Richmond, VA

- Set up/Tear down for hosted events
- Serve drink/food for various types of functions (weddings, luncheons)
- Interact with members and guests to ensure a positive experience

Customer Service Sales Associate/Baker

August 2020 - Present

Morr Donuts - Mechanicsville, VA

- Provide customer service to patrons.
- Fulfill specialty donut orders.
- Operate the cash register and process vendor payments.
- Bake and decorate donuts.
- Independently close shop at the end of shift.
- Manage customer relations and complaints.

Dining Hall Service Employee

September 2022 – May 2023

Virginia Tech - Blacksburg, VA

- Provide customer service to Virginia Tech Students
- Fulfill grub hub and in person orders.
- Prepare meals in various dining hall restaurants.
- Clean at the end of shift in preparation for the next day.

VOLUNTEER/CLUBS/ EXTRACURRICULAR ACTIVITIES

- Finance for Females Club - Virginia Tech (2022-2023)
- Real estate club- Virginia Tech (2022-2023)
- Peer Undergraduate Mentor Program (PUMP) - Virginia Tech (2022-2023)
- Sports Business and Econ Club - Virginia Tech (2022-2023)
- Member of Club Gymnastics Team - Virginia Tech (2022-2023)
- Varsity Gymnastics Mechanicsville High School (3rd place in bars at the VHSL State competition; chosen for 2022 All-Metro Gymnastics Team by the Richmond Times Dispatch)
- USGA Competitive Club Gymnastics - Aerial East (2009-2022)
- Member of National Honor Society (2019-2022)
- Member of DECA (2019-2022)

- Childcare Volunteer - Bon Secours Memorial Regional Medical Center Daycare (summer 2019)
- Community Service Volunteer work - Church of the Redeemer (2018-2022)

SKILLS

Customer service, time management, teamwork, interpersonal relations, communication, and leadership.

College Address: 310 Edge Way Blacksburg, VA 24061	Kendall DiMillio kendalld04@vt.edu 703-919-8779	Permanent Address: 21419 Springwell Drive Ashburn, Virginia 20148
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EDUCATION

Graduated from Briar Woods in 2022

Major: Sports Media and Analytics

Minor: Real Estate

SKILLS

Software:

Other Skills:

Excel	Premier Pro	Leadership	Communication
Photoshop	InDesign	Teamwork	Problem Solving

EXPERIENCE

Waitress, Ashby Ponds Retirement Home, Ashburn, VA Winter 2021-2022

- Maintained multiple tables while taking orders, delivering food, and communicating with costumers
- Performed all necessary tasks while getting good reviews from customers
- Was able to multi-task effectively while being calm under pressure and stress
- Able to work within a team of waiters and waitresses to make sure all costumers are satisfied

Camp Counselor at Virginia Tech Womens Soccer Elite Camp, Summer of 2023

- Camp counselor for girls between the ages of 13-15
- Able to coach, council, and be a role model for young girls
- Managed a busy daily schedule while monitoring the athletes and keeping them out of danger

ACTIVITIES

High School Varsity Womens Soccer Athlete 2022

D1 collegiate level soccer at Virginia Tech 2022-present

Community service at retirement homes 2023

Community service at Micah's Backpack 2024

HONORS

High School academics honors society 2020-graduation in 2022

First Team All State Womens Soccer 2022

Academic Athletic Directors Honor Roll 2022-present

INTERESTS

Real Estate management, flipping houses, and sports broadcasting

College Address:
4144 West Ambler Johnston,
Virginia Tech
Blacksburg, VA 24061

Jack Donaldson
Jack.b.donaldson@gmail.com
(703) 340-0285

Permanent Address:
2852 Hill Road
Vienna, VA 2218

EDUCATION **B.S. Real Estate**, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.1/4.0
Gonzaga College High School, Washington, D.C. (August 2019 – June 2023)

SKILLS **Software:**
Excel Microsoft Word
PowerPoint

EXPERIENCE **Tennis Instructor**, Pros To You Tennis, Fairfax VA. June 2021 - October 2021

Employers skim resumes quickly: skills listed in columns are easier to read than strings of words with commas.

Delete the other skills if you don't have other skills you want to display.

- Tennis instructor for young children
- lead camps during the summer and weekend classes during the fall.

Dock Loader, Merrifield Garden Center, Merrifield VA. November 2021 - December 2021

- Loaded Christmas trees and performed other seasonal jobs at the garden center.
- Worked several evenings per week and weekends.

Smoothie King Employee, Vienna VA. October 2022- August 2023

- Made smoothies, cleaned the store, managed inventory.
- trained new recruits and handled customer service interactions.

ACTIVITIES Varsity Tennis Team, Spring 2020 – Spring 2024
Native American Cultural Appreciation Club, August 2021 – Spring 2024
Member of Sigma Phi Epsilon, Winter 2023- Present
Young Men's Service League, Fall 2019- Spring 2023

HONORS National Junior Honor Society Member (May 2018)
Outstanding Student - History, Science, English (June 2018)
Excellence In English (June 2019)
Sportsmanship Award - Summer Tennis League (August 2021)
National Honors Society Member (2022)

INTERESTS Tennis, building construction, baseball, sports media.

Tips for your resume:

- Include high school activities, only if you are a first year or sophomore student; by junior year, remove high school activities unless they are rare or show a long track record of interest or involvement.
- As you write your resume, describe to the reader 'how-well' you did the tasks instead of writing the 'what you did'.
- Keep the number of bullet points in each section consistent
- Add bullet points under activities if you have significant involvement or are a leader of the activity.
- When you don't have career-related experience (yet) your other jobs show employers things like work ethic and customer service experience – qualities important in all work settings. Demonstrate your value to a company by showing how you've been productive/successful in the past.
- Philanthropy under activities. **This looks good to employers in my opinion. (Sherwood)**

College Address:

1435 Toms Creek Road Apt. 411
Blacksburg, VA 24060

Bo Dortch

Bodortch04@vt.edu
(804)-382-4612

Permanent Address:

5702 Park Avenue
Richmond, VA 23226

Education **B.S. Finance and Real Estate**, Expected graduation: May 2026
Virginia Polytechnic Institute and State University, Blacksburg, VA
GPA: 3.77/4.0

Skills**Software:**

Excel

Other Skills:

Public speaking
Easily coachable

Eager to Learn
Objective focused

Experience **Self-Employed**, Lawn Care Business, Richmond, VA. Summers 2017-Present

- Cutting and trimming up to 10 lawns on a weekly basis
- Provide other services such as mulching, weeding and leaf removal
- Yielded net profits around \$3500-4000 annually

Country Club of Virginia, Greenskeeper, Richmond, VA. June 2021-Aug. 2021

- Worked 30+ hours/week
- Maintained perfect status of tees, fairways, greens and bunkers for 18 hole golf course
- Possessed extreme attention to detail necessary for a PGA Tour Course

Sales Associate, Orvis, Richmond, VA. November 2022-Present

- Summers: Work ~30 hours/week; Holidays: Work ~20 hours/week
- Efficient operation of cash registers and shipping orders
- Employed excellent sales skills for mens clothing and fishing gear

Activities

Volunteer referee for Special Olympics (2018-2020)
Fly Fishing Club at Virginia Tech, 2023-Present
Catholic Campus Ministry at Virginia Tech, 2022-Present

Honors

Frank Parater Scholarship, 2018-2022
W. Barry Gibrall Scholarship, 2021
William and Mary Leadership Award, 2021
Major in the Corps of Cadets, Benedictine College Preparatory, 2021-2022
Robert A. Martin Jr. Scholarship, 2022

Interests

Fly Fishing, Golf, Guitar, Olympic Lifting

College Address:
215 Donaldson Brown, Virginia Tech
Blacksburg, VA 24061

Kaitlyn Dubé

kaitlyn22@vt.edu
(757) 651 - 4774

Permanent Address:
11058 Wythe Drive
Windsor, VA 23487

EDUCATION **B.S. Real Estate, B.S. Business in Finance**, Expected graduation: May 2026
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 4.0/4.0
Earning and financing 75% of college education and expenses

SKILLS **Software:**
Excel

EXPERIENCE **Retail Clerk**, Sugar Magnolia, Blacksburg, VA. October 2022 – present

- Work 20 hours per week to help fund college education.
- Obtain cash handling and money management skills.
- Work as a team, and leader, with my associates.

Cashier, Panera Bread, Suffolk, VA. June 2021 – August 2022

- Handle payments or refunds while providing customer service.
- Increased customer base through referrals for quality work.
- Summers: worked 40+ hours/week; school year: worked 20 hours/week.

Manager-In-Charge, Local Sports Complex, Smithfield, VA. July 2020 – June 2021, Spring-Fall

- Employed excellent customer service tactics
- Accounted for till and revenue after each shift
- Trained new hires

ACTIVITIES Real Estate Club, Virginia Tech, 2022-present
4-H Summer Counselor, Summers 2019-2022
Chamber of Student Leadership Institute, 2020-2021
ALA Girls State Program, June 2021
High School Varsity Soccer Team, 2018-2022

HONORS VT Merit Award, 2022-2026
Departmental Award for English, 2022
Academic Excellence, 2018-2022

INTERESTS Soccer, hiking, travel, community service

CAMDEN DUBUQUE

camdend@vt.edu

(727) 325-7802

College Address:

Address:

155 Otey St, Rm. 207
Blacksburg, VA 24061
Pasadena, FL 33707

Permanent

7172 S Shore Dr S
South

EDUCATION

B.S Real Estate, Expected Graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech),
Blacksburg, VA
GPA: 3.81/4.0

EXPERIENCE

Team Member, Chick-Fil-A, St. Pete Beach, FL. Fall 2021- Summer 2023

- Worked 18-25 hours per week while maintaining a 3.8/4.0 GPA to help fund college education and experience.
- Served customers with care and excellence, and prepared delicious food.
- Recognized for exceeding expectations and performing quality work.

ACTIVITIES

Volunteer, U.S. Hunger, 2022-Present
Pinellas County Center for the Arts (PCCA) Orchestra, 2019-2023
PCCA Jazz Band, 2022-2023

HONORS

Virginia Tech Dean's List, Fall 2023

INTERESTS

Real Estate Appraisal, Economics, Philosophy, Religion, Music.

Christopher Owen Dunn
owendunn@vt.edu
540-505-7468
306 Sixth Street Radford, Virginia
www.linkedin.com/in/owen-dunn-538b80289

EDUCATION:

Bachelor of Science: Real Estate of Residential Properties.
Virginia Tech, Pamplin College of Business, Blacksburg, VA.
Expected Graduation: May 2027.

HONORS:

National Honor Society August 2021 to May 2023
Advanced High School Diploma

EXPERIENCE:

Sal's Italian Restaurant: Radford, Virginia. September 2019 to Present. Server
Lawn Care Service: Radford-Christiansburg-Pulaski, Virginia. Spring 2017- Fall 2022. I provided services such as mowing, weed whacking, mulching, and weeding.
House sitting: (Jobs Well Dunn)- Radford, Virginia. Spring 2018-Winter 2021. I took care of clients' pets, watched over their houses, and took care of their outdoor needs.

EXTRACURRICULARS/LEADERSHIP:

- National Honor Society: Junior to Senior Year of High School
- Younglife- August 2021 to June 2023
- Rush Travel Soccer: Southwest, Virginia- August 2017 to November 2021.
- Radford High School Soccer: February 2019 to June 2023.
- Radford High School Cross Country: July 2017 to November 2019.
- Radford High School Track and Field: February 2019 to July 2019
- Pine Valley Swim Team: Pine Valley Swim Club- June 2017 to July 2019
- Radford High School Swim and Dive: September 2020 to December 2020
- Radford High School Football: July to December 2022.

VOLUNTEER:

- Bobcat Backpack Program: Presbyterian Church of Radford- 2019 to 2021
- Necessities Pantry at the Presbyterian Church of Radford: December 2022 to April 2023

SKILLS:

Time Management, Problem Solving, Critical Thinking, and Leadership.

College Address:
2956 oak lane Room#256
Blacksburg, VA, 24060

Garrett Dziekan
Garettd04@vt.edu
571-383-8389

Permanent Address:
4127 Mount Atlas Lane
Haymarket, VA, 20169

- EDUCATION** VIRGINIA TECH, BLACKSBURG VA
B.S. Building Construction, Minor Real Estate (expected 2026)
BATTLEFIELD HIGH SCHOOL, HAYMARKET VA (2022)
- SKILLS** **Software:**
Bluebeam Revit
- EXPERIENCE** SHOP ASSISTANT, ENNIS ELECTRIC, MANASSAS VIRGINIA - May-August 2023
- Worked in the prefabrication process, consisting of building and assembling electrical components.
 - Performed maintenance on field equipment to ensure everything is ready for field use.
 - Executed warehouse duties such as unloading materials from delivery trucks as well as organizing and reloading onto company trucks to be distributed to job sites.
 - Recycled scrap electrical wire ultimately saving the company over \$50,000.
 - Ran wire throughout the office and warehouse in preparation for a new security system.
- GOLF CART ATTENDEE, EVERGREEN COUNTRY CLUB HAYMARKET, VA - March 2021-July 2022
- Built strong relationships with club members by delivering personalized and exceptional service.
 - Shut down the facility daily by cleaning used carts, storing equipment, and locking facilities.
 - Assisted in event setup for tournaments and special functions.
 - Mentored new attendants to ensure they followed club guidelines and policies.
- HYDROPONIC FARM ASSISTANT, TRUEFARMS, HAYMARKET, VA - March 2021 – June 2021
- Seeded and transplanted crops in a sustainable greenhouse.
 - Cleaned and maintained hydroponic systems and equipment.
 - Followed all mandatory food safety practices.
- ACTIVITIES**
- Member, Delta Sigma Phi Fraternity 2022-present
 - Captain, Battlefield High School Ice Hockey Team 2021-2022
 - Alternate Captain, Piedmont Predator Travel Ice Hockey Team 2018-2022
 - Mentor, Evergreen Country Club 2022
- HONORS** Virginia Tech Deans List Fall 2023
- INTERESTS** Construction, Sports, Hockey, Gym, and Guitar

College Address:
709 Lee St Apt 4
Blacksburg, VA 24061

Hurst Edson

hedson@vt.edu
(434)-907-5109

Permanent Address:
1600 Linden Ave
Lynchburg, VA, 24503

EDUCATION **B.S. Commercial Properties and Investments**, Expected graduation: May 2026
Minor: Finance
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: N/A
Earning and financing 50% of college education and expenses

SKILLS **Software:**
Excel

EXPERIENCE **Waiter**, The Maroon Door, Blacksburg, VA. Spring 2022 – Summer 2022

- Work 15 hours per week to help fund college education.

Lifeguard, Boonsboro Country Club, Lynchburg, VA. Summers 2015-2019

- Trained in First Aid and CPR.
- Responsible for opening and closing pool facilities.

Cook/Server/Bartender, Cabo Fish Taco, Blacksburg, VA. May 2021 – Present

- Employed excellent customer service tactics and managed \$1,500 in average revenue per shift.
- Summers: worked 40+ hours/week; school year: worked 25 hours/week.

ACTIVITIES Internal Philanthropy Chair 2021-2022, Phi Delta Theta. Raised over \$5000 for the Live Like Lou ALS foundation

INTERESTS Live music, Classical architecture

200 Kent St, Virginia Tech
Blacksburg, VA 24061

Marissa Edwards
marissaedwards@vt.edu
240-428-9433

18320 McKernon Way,
Poolesville, MD 20837

- EDUCATION** **B.S. Real Estate**, Expected graduation: May 2027
Minor: Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.78/4.0
- SKILLS** **Software:** **Other Skills:**
Excel Bilingual Point of Sales
- EXPERIENCE** **Work Study**, Blackwood Department of Real Estate, Blacksburg, VA. Fall 2023–present.
- Work 10 hours per week to help fund college education.
 - Assist Real Estate Department with office tasks and event support.
- Host, Support Staff**, Landmade Brewery, Poolesville, MD. March 2023-August 2023
- Provided excellent customer service welcoming and informing customers about the brewery.
 - Delivering food to customers.
 - Supporting kitchen and bar staff with any tasks.
- Cashier**, Homestead Farm, Poolesville, MD. September 2020– August 2021
- Operated a checkout lane.
 - Assisted customers with any questions they had about the products.
- ACTIVITIES** Poolesville Ski Club, Co-founder, 2019-2023
Club Soccer, Potomac Soccer Club, 2019-2023
Varsity soccer, Poolesville High School, Captain, 2019-2023
Real Estate Club, Virginia Tech 2023-present
Kappa Alpha Theta, 2024-present
Elementary school volunteer, 2022-2023
- HONORS** Maryland Seal of Biliteracy- 2023
Minds in Motion, 2019-2023
Honor Roll, 2019-2023
- INTERESTS** Skiing, soccer, volunteering, painting, Working out.

College Address:
Cochran Hall, Virginia Tech
Blacksburg, VA 24061

Mollie Erwin
mollieerwin@gmail.com
434-770-7305

Permanent Address:
416 Riddle Rd
Chatham, VA 24531

EDUCATION **Pamplin College of Business, Commercial Real Estate Development**
Expected graduation: May 2027
Minor: None
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0

SKILLS **Software:**
Excel

EXPERIENCE **Office Assistant**, Davenport Energy, Chatham, VA. Summer of 2022 – 2023,

- Helped with filing, entering data, ect..
- Learned helpful and efficient organizing tactics

Farmhouse Butchery Locally owned butcher shop, Chatham, VA, Summer of 2021 & 2022

- Worked as a cashier, answering phones, and communicating with clients
- Helped with packaging and processing meats

Veterinary Technician, Chatham Animal Clinic, Chatham, VA. Part time 2017-2021

- Learned communicating with clients
- Employed excellent customer service tactics
- Experience in working with a team

ACTIVITIES Member of Kappa Delta Sorority
Member of Real Estate Club at Virginia Tech

HONORS

INTERESTS Interest 1, Traveling. Interest 2, Communicating with others.

Braden Fitzsimmons

(908) 432-7737 | fitzsimmonsbraden8@gmail.com | www.linkedin.com/in/braden-fitzsimmons64214425a

Objective: Dedicated college student with a strong background in business, an impressive work ethic, and excellent organizational skills. Seeking an entry-level position in the real estate sector to apply my analytical and communication skills in a dynamic and challenging environment.

EDUCATION

Virginia Tech University - Pamplin College of Business

Commercial Real Estate - Finance

Blacksburg, Virginia

January 2024 - Present

St. John's University - Tobin College of Business

Bachelor of Science in Business: GPA: 3.0

Queens, New York

August 2021–May 2023

Honors: Big East All Academic Honors

Relevant Coursework: Principles of Finance, Principles of Marketing, Principles of Accounting, Macroeconomics, Microeconomics, Business Law

EXTRACURRICULAR ACTIVITIES

St. John's University Real Estate Club

Member

Queens, New York

August 2021–May 2023

- Actively participate in club meetings, attend industry events, and network with fellow students and professionals

NCAA Divisions 1 Lacrosse

St. John's University Student Athlete

Queens, New York

August 2021-May 2023

WORK EXPERIENCE

The Price Family

Babysitter

Bedminster, New Jersey

May 2020-August 2023

- Responsible for the care and well-being of three children, managing their daily routines and activities
- Effectively communicated with parents regarding children's progress and needs, demonstrating strong interpersonal and communication skills

BF Lacrosse Clinic

Instructor/ Organizer

Bernardsville, New Jersey

June 2020 – August 2021

- Organized and managed lacrosse clinics for grades 4 – 6, demonstrating leadership and organizational skills
- Provided one-on-one coaching to develop skills such as passing, dodging, and shooting, highlighting your coaching and interpersonal skills.

Allstate Insurance

Intern

Summit, New Jersey

February 2019 – May 2020

- Group of 18 elite business students selected to learn the basics of insurance and how to work as a unit
- Selected to shadow some of the best agents in New Jersey to see how they operate

Harding Township School District

Summer Camp Instructor

Harding, New Jersey

June 2018 – August 2019

- Instructed and supervised children in various sports activities, showing your ability to lead and guide others
- Ensured safety and coordinated daily activities, emphasizing your responsibility and attention to detail

VOLUNTEER EXPERIENCE

Midnight Run

Volunteer

Manhattan, New York

November 2022

- Worked in group environment to plan and execute services and goods for the homeless during the night

Bread of Life

Volunteer

Brooklyn, New York

April 2021

- Helped efficiently organize and clean warehouses for organizations that fed the homeless

ADDITIONAL SKILLS

- Proficient in Microsoft Office (Word, PowerPoint, Excel, Outlook)
- Familiar with Google Software Suite (Docs, Sheets, Gmail, Forms)

College Address:

1749 Turning Leaf Lane
Blacksburg, VA 24060
11733

Justin Thomas Folkman

jtdevils19@gmail.com
631-804-5926

Permanent Address:

10 Gallo Court
East Setauket, NY

EDUCATION**Virginia Polytechnic Institute and State University**

August 2022 - Present

- **GPA:** 3.32
- **Honors:** Dean's List Student (freshman).
- **Double Major:** Commercial Development & Investment, Property Management
- **Expected Graduation:** 2026

Purdue University High School Summer Program

June 2021- July 2021

- Developed and utilized a variety of technological and high-level research skills for implementation in real-world practice.
- Collaborated with professors and peers in hands-on projects that enabled us to bring our college level skills into practice to serve the larger world.

EXPERIENCE**Wave Seafood and Steak at Danfords Hotel, Marina & Spa**

May 2022 - August 2023

- Worked as a leader to teach new employees; what the job truly is, food sanitation and safety policies, and how to be the best worker they can be in the restaurant.
- Responsible for customer service on a variety of levels.
- Developed excellent verbal communication skills through my ability to work together with my coworkers in a team.

Homesense Home Store- Stony Brook NY

July 2020 - January 2022

- Managed, unpacked, organized, constructed and distributed merchandize from the trucking store company.
- Designed, arranged, and maintained the various sections in the store to make sure they were clean, customer friendly and COVID safe.

VOLUNTEERISM**Cooking for Long Island Veterans – Stony Brook, NY**

March 2020 – Present

- Shopped, planned meals, cooked, organized, and delivered food for 30 veterans twice a week.
- Shoveled their driveways, completed odd jobs, and fixed appliances for them in their time of need.

Maureen's Haven Homeless Outreach- Riverhead, NY

October 2019- Present

- Organized, raised money, donated, collaborated, and facilitated a fundraising drive for the homeless shelter.
- Tutored homeless people in necessary reading and writing skills in order to help them get a job.

ACTIVITIES, HONORS, AND SKILLS

- Advanced knowledge of Google, Blackboard, and Adobe Platforms.
- Advanced knowledge of Zoom and Google Meet Virtual Learning Platforms.
- Basic knowledge of Python, Java, HTML, and CSS.
- Active Member of the Hispanic Heritage Organization.
- Active Member of the Students Against Destructive Decisions National Organization.
- Active Member of the Pi Kappa Alpha Fraternity.
- Nominated for the National Leadership Council Award.
- Participated in NYSSMA 2017, 2018 and 2019 for alto saxophone.

College Address:
630 Washington St SW,
Blacksburg, VA 24061

Parker Forrest
Parkerforrest77@vt.edu
8043161471

Permanent Address:
2030 Leovey Lane
Midlothian, Va 23113

EDUCATION **Building Construction**, Expected graduation: May 2027
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0

SKILLS **Software:** **Other Skills:**
Excel Hard Working Efficient time manager
 Personable Effective Communicator

EXPERIENCE **B&B Oil and Mechanical/ Plumbing and HVAC Assistant / Laborer**
Summer 2022 and 2023, Chester, Va
Right-hand man to plumbers and HVAC technicians. Ran plumbing and duct work throughout new residential construction. In charge of bringing material and tools to job sites and loading and unloading. Assisted oil truck drivers filling and refilling on oil calls at residences and jobsites.

RD Mason Construction / Laborer
July 2022, Brookneal, VA
General jobsite laborer for residential construction projects. Accomplished tasks as directed by supervisor including moving material on the jobsite and framing walls, floors, and roofs.

Powhatan Volunteer Fire Department Co. 1 / Junior Firefighter
September 2020 - January 2023, Powhatan, VA
Conducted medical and safety emergency calls related to motor vehicle accidents, structure fires, brush fires, residential emergency calls.

ACTIVITIES National Honor Society; National Beta Club; Rho Kappa National Social Studies Honor Society; DECA Club (2x state qualifier); Lacrosse (four year Varsity starter, Captain Junior and Senior year, Virginia 6a All Region team and Richmond All Metro 2nd team); Volleyball (three year Varsity player; 1x state champion, 1x state runner up); Leader, Rapid Rowdies student activities club

HONORS Recipient: Superintendent's Excellence in Academics and Service Award and Scholarship (awarded to 2 Seniors in the 2023 graduating class)

INTERESTS Construction, Project Management, Real Estate

References James Battle Sr. (804) 400-9445; Rodney D. Mason (434) 660-3709

Lauren Fradette

College Address:
1003 Patrick Henry Dr
Apartment J
Blacksburg, VA 24060

Lfradette17@vt.edu
540-588-4204

Permanent Address:
4653 Whipplewood Court
Roanoke, VA 24018

EDUCATION **Seeking a B.S. Marketing Management & Real Estate**, Expected graduation:
May 2026

Concentration: Digital Marketing

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.4 / 4.0

SKILLS

Software:

Excel Canva Graphic
PowerPoint Design

Other Skills:

Design Problem-Solving
Thinking Leadership

EXPERIENCE **Marketing Intern**, The Mitchell Law Firm, Blacksburg, VA. Winter 2024 – present

- Working currently with the Attorney's at Mitchell Law Firm to help announce and rebuild the company's social assets after the recent merge with The Kilgore Law Firm

Prismite, VT PRISM, Blacksburg, VA. Fall 2022 - present.

- PRISM is Virginia Tech's premier faculty-led, student-run digital marketing agency, funded with over \$100,000 in grants and representing global, local, and campus clients. Our members exhibit the full scope of student talent at the university, enabling us to excel in marketing research, strategy, design, analytics, and next-generation ideation.
- Worked with a team of six to strategically create a rebranded strategy to "PICX" for the launch of their company and presented to them.
- Handle Content Creation for various platforms.
- Currently on two teams where I handle Content Strategy and Creation for Virginia Tech Admissions.
- Account Executive for Voices of Privacy.

Sales Associate, 310 Rosemont, Blacksburg, VA. May 2023 – present.

- Trained in Retail Pro Software where I balance and close the cash register as well as prepare daily documentation for closing.
- Prepare and create detail oriented daily content for various social media platforms.
- Provide an excellent customer service-oriented environment.

ACTIVITIES

Alpha Phi – Eta Omicron Chapter, Director of Social Media, Director of Formal Recruitment 2023 – present

HONORS

Dean's List – Pamplin College of Business Fall 2022, Spring 2023

INTERESTS

Marketing, Advertising, Leadership, Teamwork, Communications, Graphic Design

KAMERON FREEMAN

804-836-5952

kameronf@vt.edu

Blacksburg, Ruther Glen, VA 24060
22546

SKILLS

- Business Development
- Grounds Maintenance
- Staff Management
- Lease Administration
- Contract Negotiation

EXPERIENCE

Property Management Intern, GreyStar , Jun 2023 - Aug 2023, Washington DC

- Communicated with property owners, tenants, and vendors to provide regular updates, address concerns, and ensure a high level of customer satisfaction
- Collaborated with team members to identify and resolve operational challenges, implementing innovative solution to streamline processes and improve efficiency
- Assisted in the leasing process, gave tours, drafting lease agreements, conducting tenant screening, and coordinating move-ins.

Mobile Carrier, Pick Bird Courier, Jul 2021 - Nov 2022, Ruther Glen, VA

- Delivered 5 to 10 medical supplies per day across Richmond, VA
- Interacted with customers to promote quality
- Fostered time management and optimized delivery schedules.

Cashier, Chick-Fil-A, May 2020 - Jul 2021, Ashland, VA.

- Engaged with 200+ customers per shift
- Consistent work ethic, never late or absent
- Recommended for promotion to team leader.

Merchandise, Kings Dominion Amusement Park, Apr 2018 - Aug 2019, Hanover, VA.

- Developed creative tactics to sell merchandise
- Adapted to new locations and merchandise
- Performed store counts and cleanups routinely and without direction.

EDUCATION

B.S. Real: Estate, Property Management

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA, May 2025

Current GPA: 3.1

- Vice President for my chapter Theta Iota of Alpha Phi Alpha fraternity Incorporated
- Secretary of The Student African Association Brotherhood (SAAB)
- Member of the National Association for the Advancement of Colored People (NAACP)
- Real Estate Ambassador here at Virginia Tech

INTERESTS

- Podcasting Host
- Working Out

College Address:
319 Slusher Hall, Virginia Tech
Blacksburg, VA 24061

Madison Fusco
madisonf23@vt.edu
Your contact number here

34 Knollwood Rd
Upper Saddle River, 07458
New Jersey

EDUCATION **Virginia Polytechnic Institute and State University (2023-2027)**
3.94 Cumulative GPA Majoring in Political Science with a focus on Legal Studies,
and a minor in Real Estate.
Northern Highlands Regional High School (2019-2023)
3.8 Cumulative GPA High Honors Roll

SKILLS **Software:** **Other Skills:**
Canva MS Office Leadership Communication

EXPERIENCE **Caregiver 2019-2024**
Coordinate activities, responsible for meals, plans, and activities Decilveo
Family - 3year old, 9-year-old Brusco Family - 8-year-old, 10 year old, 12
year old Messinger Family - 7 year old, 11 year old
Lily For Delegates Promoter – Election
Helped gather voters to sign up for registration and to vote for Lily, a
running candidate in the 2023 Blacksburg election.
Internship at The Law Offices of Thomas T. Kim Esq.
Unpaid internship helping Mr. Kim with cases, filing, and scanning
paperwork.

ACTIVITIES **Volleyball**
- DIGS Volleyball Member (Captain of U16 DIGS Volleyball 2021-2022)
- Coached DIGS Little Spike 2019
- Northern Highlands Regional High School Volleyball Member (2019-2022)

HONORS Honors Global Citizenship & Service Course
Helped raise \$5,300 for children in Zimbabwe who need bone surgeries through 12
fundraisers that my group planned in the Northern Highlands Honors Global Citizenship &
Service Course.

INTERESTS **Women’s Empowerment Movement**
- President of Northern Highlands Regional High School’s Women
Empowerment Club 2022-2023
- Intern/Representative at She’s My Daughter 2022-2023

College Address:
508 Center Street, Apt 11
Blacksburg, VA 24060

Alexander A. Gabriel

Alex03@vt.edu
(703) 478 - 4244

Permanent Address:
1101 N Royal Street,
Alexandria, VA 22314

EDUCATION **B.A. Commercial Real Estate and Investing**, Graduation Date: May 2025
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
Oakton High School, Advanced Diploma, 2021

SKILLS

Software:	Certifications:
Microsoft Excel CoStar	Real Estate Data Analysis
Google Workspace BlueBeam	Advanced Excel Functions

EXPERIENCE **Intern**, Clarity Tenant Representation, DC. December 2023 – Present

- Researched hundreds of companies daily to determine which of these Clarity could represent in their lease negotiations.
- Collected this information via Costar, LinkedIn, and other industry tools.
- Shadowed partners at Clarity and learned to how successfully set up client meetings, properly make cold calls, and ways generate new business.

Food Service Specialist, Haute Dogs, Alexandria, VA. Summer 2023

- Worked in the front and back of house providing customer service and assisting the kitchen.
- Responsible for opening and closing the store daily which involved handling cash and documenting profits.

Manager, Crystal Aquatics Pools, Vienna, VA. Summers 2018 – 2022

- Worked 40+ hours weekly while improving my customer service skills dealing by patrons of the pool.
- Created weekly schedules to manage and balance the needs of my staff of 8.
- Reported daily to my supervisor to make sure chemicals were balanced and that we were up to code with the fire department and health inspector.

ACTIVITIES

SAASS Real Estate Data Analysis Tutor, Jan 2024 – Present

- Provide tutoring to Virginia Tech athletes in Real Estate Data Analysis.

Gold Club LLC - Social, Philanthropic, and Professional Development Club

- Social & Recruitment Committee, August 2022 – Present
- Helped raise over \$32,000 annually for the the Special Olympics organization

Virginia Tech Real Estate Club, Jan 2023 – Present

INTERESTS D.C. Sports, Cooking, Travel

Makenzie Gentry

College Address:
720 Washington St. SW
Ambler-Johnston Hall West, Rm
2145
Blacksburg, VA 24061

mgency901@vt.edu
434-806-2595

Permanent Address:
58 Augies Aly
Palmyra, VA 22963

EDUCATION **B.S. Marketing Management**, Expected graduation: May 2027
B.S. Secondary Major Real Estate for Commercial Properties, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.3/4.0
Earning and financing 90% of college education and expenses

SKILLS **Software:** **Other Skills:**
Excel Customer Collaborative Teamwork
Photoshop Service Strategic Planning

EXPERIENCE **Caterer**, The Local Catering, Charlottesville, VA. Summer 2021 – present

- Worked through the last two years of high school to make expenses for college.
- Effectively managed food and beverages for up to 300 guests at a time.
- Led a team of 20 workers through the entirety of shifts, creating high-quality service for guests.
- Was promoted three times and earned four raises in two years.

Self-employed, Babysitting, Charlottesville, VA. Summer Break 2018 & 2019

- Generated clients through Facebook posts and family, babysitting up to 5 kids at a time, ranging between the ages of 2 and 5.
- Satisfied the needs of toddlers for 8-9 hours per day, which included planning fun activities and preparing meals and snacks.
- Saved all profit made and put into account for emergency expenses and college funds.

ACTIVITIES CHAARG VT, Virginia Tech, 2023-present
National Honor Society, 2022-2023
Latin Honor Society, 2021-2023
Key Club International, 2019-2023
Volunteered within classrooms and school-organized events, 2019-2023
Held donation drives for numerous causes through Charlottesville, VA, 2022-2023

HONORS Advanced High School Diploma, 2023
Early College Scholar, 2023

INTERESTS Photography, Travel, Reading, Journaling, Exercising, Community Involvement.

College Address:
1701 Patrick Henry Dr NW
9201 A
Blacksburg, VA 24060

Olivia Gibson

oliviagibson@vt.edu
(434) 981-2591

Permanent Address:
2852 Morgantown Road
Charlottesville, VA 22903

EDUCATION **B.S. Marketing**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.1/4.0

SKILLS

Software:	Other Skills:
Excel Word	Social media Fitness
PowerPoint Google	Culinary Arts

EXPERIENCE

Certified Lifeguard, Greencroft Country Club, Ivy, VA.
Summer 2021 – Summer 2023

- Maintains a safe environment.
- Caters to the needs of the members.
- Worked numerous events throughout Summers while supervising and entertaining multiple children.

Campus Ambassador, Edikted, International. 2023 - Current

- Promoted clothing brand through various online platforms.
- Created marketing content with a wide-spread reach appealing to both local and international crowds through social media.
- Successfully brought the company an increase of sales through my unique customer code.

Intern, Trembley & Smith, PLLC, Charlottesville, VA. Summer 2019, 2020 interrupted by COVID-19, Summer 2021

- Internship designed to give an introductory exposure to a law office environment.
- Responsibilities included creating filing systems, proof-reading legal documents, organizing legal briefs, and general office assistance.
- Helped analyze case feasibility through established methodology.

Self-employed, Clothing Sales, Charlottesville, VA. 2018 - Current

- Founder and owner of online clothing resale business.
- Repurposed lightly used clothing from various sources for sale.
- Used multiple online platforms while leveraging social media to maximize market penetration to include domestic and international clients.

House, Child, & Pet Sitting Services, Charlottesville, VA. 2020 - Current

- Accountable for feeding & medicating pets, watering plants, & taking care of houses while owners are away on vacation.
- Responsible for creating fun and safe environments for children and driving them to appointments and activities.
- Positively and respectfully interact with a diverse client base.

Promoter, The Burg Latino Restaurant & Bar, Blacksburg, VA. 2023 - Current

- Use social media to market the first Latino restaurant in Blacksburg, VA.
- Successfully interact with a diverse client-base to spread their services to their target audience.
- Expanded the reach of their social media through promotional content such as graphics, videos, photos, and interactive material.

ACTIVITIES

Alpha Phi Continuous Open Bidding Committee, 2023-present
Alpha Phi Philanthropy Committee, 2023-present
Global Leadership Adventures Construction/ Medical Volunteer, 2019
Camp Holiday Trails Volunteer Counselor Board Member, 2018-2021
Mental Health Advocation & Communication Club Founder, 2021-2022
Student Body Leadership, 2020-2022
Key Club Board Member, 2020-2022
Latin Club, 2018-2022

HONORS

Model United Nations Vice President, 2020-2022
Rho Kappa National Honor Society, 2021-current
National Honors Society, 2020-current
Mayflower Society, 2021-current
Latin Club, 2nd Place, 2019 Commonwealth of VA Latin Forum, Culture Division

INTERESTS

Fitness & Health, Cooking, Fashion & Design, Marketing, Real Estate,
Entrepreneurship, Traveling

JACKSON GIOVARA

BLACKSBURG, VA 24060

(650) 863-8015 | jgiovara3@gmail.com

EDUCATION

BACHELOR OF SCIENCE | Real Estate

MINOR | Finance

Virginia Polytechnic Institute and State University | Department GPA 3.67 | Cumulative GPA 3.33
Blacksburg, VA, Expected Graduation: May 2025

EXPERIENCE

Colliers International Industrial Brokerage

Summer Intern | Oakland, California | June 2023 – July 2023

- Ran available, sale, and lease comparisons daily for industrial brokerage team.
- Created and assisted on 10+ commission calculators for sales & leases.
- Helped organize and insert data in Salesforce CRM.

Blackwood School of Real Estate at Virginia Tech

Student Ambassador | Blacksburg, Virginia | August 2022 – May 2023

- Sat down with 4+ families for prospective student visits offering academic and personal advice.
- Spoke at the Pamplin College of Business welcome meeting for incoming freshman and Parents.
- Attended 6+ career fairs working booths on behalf of the Real Estate department.

TJC Detailing

Co-Founder | Hillsborough, California | March 2020 - February 2021

- Worked with 20+ local customers and brokered deal with used car lot.
- Managed day-to-day business operations: used excel to create schedules and income statements.
- Consulted with customers and collaborated with team members to propose optimal solutions.

HONORS

- Dean's List: Spring 2022 / Fall 2022 / Spring 2023
- Burlingame High School Athlete of the Year: 2020

SKILLS

- Eastdil Secured Virtual Real Estate Training Program
- Microsoft Office Tools

EXTRACURRICULARS

- Phi Kappa Psi: Finance Chair
- Real Estate Club at Virginia Tech

Zach Girardi

Zach101044@vt.edu

774-708-0600

<http://linkedin.com/in/zach-girardi-12364b224>

EDUCATION:

Virginia Tech, Pamplin College of Business, Blacksburg, VA

Bachelor of Science: Real Estate Finance

Expected Graduation: 2025

Bachelor of Science: Commercial Development and Investment

GPA: 3.53

HONORS: Fall Semester 2021, 2022, 2023: Dean's List, Spring Semester 2022, 2023: Dean's List

NSLS member- National Society of Leadership and Success-December 2022-Present:

- Attended various leadership trainings as an NSLS member which focused on how to create smart and attainable goals.

Industry Experience:

Civico Development Intern, Milford Massachusetts:

June 2020-August 2020

- Developed a blueprint for a historical pottery house at the company's development site in Lincoln Massachusetts which was approved by the CEO of Civico.
- Created a google slide presentation of a punch list that included unfinished tasks of the development project which provided images as well as an explanation to the construction company of issues that they needed to resolve.
- Strengthened my design and planning skills when I created an approach for what would work best in the pottery house through a google slides presentation with images, budgets and a schedule.
- Researched and photographed land in Worcester Massachusetts for a potential development project, which was later purchased by the company and used for company office space.

Other Job Experience:

Steward for the Bass River Yacht Club, South Yarmouth Massachusetts:

June 2023-August 2023

- Worked in multiple service roles with direct interaction with members, guests and various club employees that contributed to member experience and satisfaction.
- Demonstrated the ability to communicate efficiently and perform cash and credit transactions when working at the cash register.
- Asked by one of the club members to serve for private dinners on Tuesday and Thursday nights throughout the summer.

Server at the Cultural Center of Cape Cod:

July 2023-August 2023

- Strengthened my network through conversations with club members from all over the world including Canada and Pennsylvania.
- Demonstrated an emphasis on communication skills when taking customer orders.
- Expanded my comfort zone by serving dinners with no experience in the food industry.
- Learned from coworkers and the head chef of the Cultural Center about different cultures such as how the consumption of food is different all around the world.

Additional Information

- Alpha Sigma Phi Fraternity member, Fall 2021-Present
- Real Estate Club at Virginia Tech member, Fall 2022-Present

College Address:
208 Wharton Street SE
Blacksburg, VA 24060

Henry Golub

Henrygolub55@vt.edu | 513-827-7142
<https://www.linkedin.com/in/henry-golub>

Permanent Address:
5710 Mohican Place
Bethesda, MD 20816

EDUCATION **B.S. Real Estate**, Expected graduation: May 2025
Minor: Finance
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.18/4.0

SKILLS **Software:**
Excel ESRI
Costar

EXPERIENCE **Caddie**, Chevy Chase Country Club, Chevy Chase, MD. Summer 2023

- Provided caddie services to club patrons.
- Achieved preferred caddie status due to promptness and superior service.

Lifeguard, Kenwood Country Club, Bethesda, MD. May 2019 – July 2023

- Provided a safe aquatic environment.
- Managed staff activities for select events and swim meets.
- Operated day-to-day club pool activity.

Extern, Long & Foster, Virtual Externship. June 2023

- Gained knowledge regarding commercial real estate practices.
- Learned about Long and Foster's mission and business philosophy.

ACTIVITIES **Pi Kappa Alpha Fraternity**, House Improvement Chair. Fall 2020 - Present

- Manage all improvement projects for the fraternity house.
- Manage an annual budget of \$10,000.

Real Estate Club, Member. December 2022 - Present

- Attend guest lectures about real estate trends.
- Connect with other Virginia Tech students and Alumni in the real estate industry.

VOLUNTEERING **Outreach 360**, Volunteer. July 2019

- Taught underprivileged students English.
- Scheduled and organized activities for community youth.

St Columba's Episcopal Church, Group leader. August 2023

- Collaborated with others to package meals for the homeless

Dean's List, Spring 2023

HONORS

INTERESTS Golf, Football, Lacrosse, Chess, Hiking, Skiing, Traveling.

College Address:
619 B Lee Street
Blacksburg, VA 24060

Emily Goodpasture
emilyg2@vt.edu
(540) 759-4613

Permanent Address:
225 Northern Trail
Salem, VA 24153

EDUCATION **B.S. Real Estate Commercial Development and Investment**, Expected graduation: December 2024
Minor: Entrepreneurship New Venture Growth
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 4.0

SKILLS

Software:	Other Skills:
Excel CoStar	Canva Alibaba
ERSI	Helium 10 Amazon Seller Central

EXPERIENCE **Product Creation and Sales**, Goody Products, Roanoke, VA. 2020 – present

- Successfully operated within the Amazon Fulfillment by Amazon (FBA) marketplace, conducting product selling processes.
- Developed and launched 6 unique products to sell on Amazon and created listings for them.
- Conducted product and market research to determine viable products based on search volume and market saturation.
- Managed inventory replenishment to ensure consistent product availability and maximize sales opportunities.

Data Entry and Sorting, VAcop – Risk Management Programs, Roanoke, VA. Dec 2021 – July 2022

- Accurately inputted diverse insurance claims into specialized databases, ensuring data integrity for processing by claims specialists.
- Streamlined the data entry process, minimizing errors and enhancing the overall efficiency of claims processing.
- Demonstrated strong virtual work ethic by completing 15 hours of remote work each week while staying on task.

Social Media Coordinator, FitStudio, Roanoke, VA. 2020 – 2021

- Created 3 posts a week using content-creating technology to enhance the company’s social media presence and engagement.
- Drafted efficient schedules to organize and plan social media campaigns.
- Designed creative logos and graphics for various merchandise and events.

Food Service, Fruition’s, Salem, VA. Fall 2018 – Spring 2020

- Worked 20 hours per week, skillfully operating within a fast-paced food service environment.
- Fulfilled customer orders promptly and accurately, maintaining the highest standards of food hygiene and safety.
- Engaged customers with a friendly and welcoming demeanor, ensuring a positive dining experience.

ACTIVITIES Volunteer Leader, Young Life, 2020-2021, 2023-current
Young Life Leadership Training, Dec 2022-May 2023
OCB Bodybuilding Competition, placed 2nd and 3rd in Debut and Novice classes, May 21, 2022

HONORS Virginia Tech Dean’s List, Fall 2022 & Spring 2023
University of Tampa Dean’s List, Fall 2021

INTERESTS Amazon FBA, Volunteering/Ministry, Reading, Fitness and Nutrition

College Address:
404 Hunt Club Rd,
Blacksburg, VA 24061

Lisbeth Guevara
lisbethguevara103@gmail.com
703-675-3013

Permanent Address:
7401 Bull Run Dr,
Centreville, VA 20121

EDUCATION **B.S. Finance and Real Estate**, Expected graduation: Dec 2024
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.9 /4.0

SKILLS

Software:	Other Skills:
Excel ESRI	Bi-lingual Collaborator
Microsoft CoStar	Detail oriented Dara analytics

EXPERIENCE **Campus Representative**, Greek House, Blacksburg, VA. Spring 2023 – present

- Work 10 hours a week on collecting lead information as well as introducing myself to members in different organizations.
- Schedule meetings with potential leads and inform them about the printing process, which consists of inventory that’s available and unavailable.
- Oversee the status of orders through our company site and ensure delivery of orders to members’ organizations.

Sales Associate, The Loft, Fairfax, VA. Dec 2022 – August 2023

- Solicited business through clientele interactions with in-store purchases.
- Assisted with client credit card applications in-store as well as in-store payments to ensure they were not overdue.
- Was top sales lead with approved credit cards in our district by educating clients on our in-store credit card.

Receptionist, JZL Landscaping, Reston, VA. Dec 2021– August 2023

- Assisted with client contracts and project warranties by writing up individual contracts per job.
- Scheduled estimates, project start dates, and county permit visits. While ensuring we could fulfill customer expectations.
- Assisted clients daily through email and phone calls to answer questions, schedule estimates, and update clients on their project.

Long and Foster, Externship, Fairfax, VA, January 2023

- Engaged in daily conversations with brokers and agents to understand more about the workforce.
- Discussed the importance of due diligence as well as real estate law.
- Looked over disclosure contracts to understand the necessary information for a contract.

ACTIVITIES VT CHAARG, VP Media, 2023- Present
National Society of Leadership and Success, Vice President, 2023-Present
Gamma Phi Beta, Philanthropy Committee, 2023- Present

INTERESTS Service opportunities: The Big Event on Campus
Campus Engagements: VT Relay of Life, teaching leadership lessons on campus
Personal interest: Photography and Marketing

Eli Haile
elihaile4@vt.edu
540-200-7215

Permanent Address:
1634 Mount Tabor Road
Blacksburg, VA 24060

EDUCATION **B.S. Real Estate**, Expected graduation: May 2026
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.7

SKILLS **Intangibles:**
Self-starter Communication Detailed
Meticulous Leadership

EXPERIENCE **Laborer**, Next Level Builders, Blacksburg, VA. Spring 2021 – present

- Oversaw progress and completion of patios.
- Increased revenue by taking on managing different job sites.
- Supervision and execution of landscape design.

Self-employed, Landscape business, Blacksburg, VA. Summers 2022 & 2023

- Managed a staff and orchestrated moving parts of the business.
- Developed customer acquisition programs to increase customer base.
- Development of profit and loss statements per project.

ACTIVITIES Beta Upsilon Chi member, 2024 - present
High School Varsity Golf Team, 2018-2022

INTERESTS Giving back to the community, golf, basketball, working out, spiritually led activities

College Address:
441 Peddrew-Yates Hall, Virginia
Tech
Blacksburg, VA 24061

Riley Hall
rhall14@vt.edu
704-467-7515

Permanent Address:
12670 Overlook Mountain
Dr
Charlotte, NC 28216

EDUCATION **B.S. Real Estate and Entrepreneurship**, Expected graduation: May 2027
Minor: N/A
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.43/4.0

SKILLS **Software:** **Other Skills:**
Excel Visual Basic
Yardi

EXPERIENCE **Trip Lead**, U.S. National Whitewater Center, Charlotte, NC. March 2021 – present

- Work 40 hours a week in the summers
- Manage and lead over 100 raft guides
- Involved in the training of all new trainees

Landscaper, Freeman Home Services, Charlotte, NC. Summers 2019-2021

- Took care of over 50 houses in the surrounding neighborhoods
- Performed all necessary equipment maintenance and repairs
- Summers: 30 hours/week

Server, City Barbecue, Huntersville, NC. April 2021 – August 2022

- Employed excellent customer service tactics and managed over \$20,000 in sales daily
- Summers: worked 40+ hours/week; school year: worked 20 hours/week.

ACTIVITIES High School Varsity Lacrosse Team, 2019-2023
High School Soccer Team, 2019-2023
High School Varsity Swim Team, 2019-2023
Samaritan's Feet Volunteer, 2021
Magnet School Volunteer, Charlotte, NC. 2022/2023

HONORS Back to Back NCAA 1A/2A State Champions, 2022/2023
1A/2A Sportsmanship Award, 2023
3-time All-Region Swim Honors, 2021-2023
2-time All-Conference Soccer Honors, 2022/2023
2023 All- Region Soccer Honors
2023 Conference Goalkeeper of the Year
2-time All-Conference Lacrosse Honors, 2022/2023

INTERESTS Fishing, Snowboarding, Sports, Surfing

Ty Hamblin

Address:
3 Pineview Dr.
Radford, VA 24141

ty2@vt.edu
(540) 250-7793

Education

Virginia Polytechnic Institute and State University (Virginia Tech), Blacksburg, VA
BS in Business: Real Estate Expected Graduation: Fall 2024
Minor: Property Management
Overall GPA: 2.2/4.00
In Major GPA 2.6/4.00

Skills

Excel

Entrata

ESRI

CoStar

Work Experience

Hub Blacksburg

June 2020-Present

Maintenance Tech/ Community Assistant/ Leasing Consultant

- 20-30 hours a week during the school year, 40 hours a week during breaks and summer
- Hub Blacksburg won highest renewal percentage for any of the 45 properties managed by Core Spaces
- Give tours of model unit and amenities, explain costs and prices along the way
- Walk prospects through the guest card, application, and lease generation
- Signed 300 new contracts in two years. First year we had 750 bedspaces now we have 1530
- Assist in community events weekly, such as helping 3rd party vendors set up and close down
- On call once a month for apartment emergencies such as leaks and lockouts
- Assist with maintenance during summer, complete work orders and unit inspections

Patrick K. Moore P.C., Blacksburg and Radford

June 2020-June 2021

Runner

- Answered phones and set up closings for the office while handling sensitive client information
- Checked for liens and judgements on a deed
- Went to courthouses for deed recordings

Alight Blacksburg (Formerly) The Village,

June 2018-June 2020

Community Assistant/ Leasing Consultant

- 12-20 hours a week during the school year, 40 hours a week during breaks and summer
- Leased the fastest the Scion Company has ever leased in 2019, was 100% in 3 weeks
- Assist leasing the apartments and explain the housing agreement to potential and current residents
- Answer phone calls and emails regarding the lease and any other questions they may have
- Assist in community events weekly, such as making food for residents

Activities and Honors

Kappa Alpha Order

Joined Spring 2018

- Intramural Chair which plans all of KA's teams and games – Fall 2019-Spring 2020
- Fraternity philanthropy is Relay for Life, raised \$5000 every spring
- Participate in every Sorority philanthropy that we sign up for – Typically totaling to 9 events

Interests

- Sports, lifting, fishing, card games, travelling, music, eating/cooking

College Address:
115 Broce DR apt B.
Blacksburg, VA 24060

Danielle Hardter
daniellehardter@gmail.com
315-383-0124

Permanent Address:
7772 Barbara Ln.
Baldwinsville, NY

EDUCATION **B.S. Residential Real Estate**, Expected graduation: December 2025
Minors: Property Management and Political Science
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0

SKILLS

Software: Microsoft Office Google Workspace P.O.S. Systems	Other Skills: Customer Service Team Oriented Construction/Laborer
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EXPERIENCE

Crew Member, Legacy Neighborhood LLC, Baldwinsville, NY. 2016-Present

- Acquired broad range of experience working in family business, buying, selling, flipping homes, and rental properties.
- Serve as crew member doing demolition, floors, remodeling.
- Work seasonally and as needed.

Stylist, Maurice's Christiansburg, VA. January 2024-Present

- Greeting customers with a smile, making sure that they are aware of deals, sales and other events.
- Assist customers in merchandise selection to ensure a positive experience.
- Work 10-20 hours per week during the school year.

Crew Member, WeMow Landscape, Blacksburg, VA. May 2023- Summers

- Effectively using power tools to ensure safe operation.
- Flexibility to move around for different jobs within the company.
- Worked 10-hour days, 5 days a week during the summers.

Front Desk, Planet Fitness, Clay, NY. August 2022-December 2022

- Welcomed members into facility, provided tours and explained membership options to perspective new members.
- Calmy worked to resolve member issues while following company policy.

Server, Dimitris Pizzeria, Elbridge, NY. May 2021-October 2022

- Employed excellent customer service tactics, guaranteeing delivery orders were completed correctly while taking steps to rectify mistakes.

Server/Barback, Daniellas steakhouse, Lakeland, NY. August 2018-May 2021

- Acquired first experience with customer service, working in a busy food service environment including, catering events, food stand at the NY State Fair, and serving in the restaurant.

ACTIVITIES

Ascent Church, Childrens Church Teacher 2023-Present
Young Life 2016-2022, El Salvador Mission Trip 2019
Roanoke College Club Rugby 2021-2022
Field Hockey club and school team 2016-2021

College Address:
1206 Progress St. NW 7700H
Blacksburg, VA 24060

Chase Hendricks
chasehend01@gmail.com
(804) 551-3443

Permanent Address:
1812 Cornell Ave.
Richmond, VA 23226

EDUCATION **B.S. Business in Finance**, Expected graduation: May 2026
Secondary: B.S. in Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.89/4.0

SKILLS **Software:** **Other Skills:**
Excel Word People/Communication

EXPERIENCE CORE Kids Academy, Richmond, VA. November 2021 – present

- Worked as Coach and Camp counselor teaching children gymnastics and 'ninja' skills and exercises

ACTIVITIES Highschool Band, Douglas Freeman, 2018-2022
Highschool Marching band, 2017-2022

- Section Leader, 2022

Relay for Life, Relay for Life of Virginia Blue ridge, 2004-Present

HONORS Virginia Tech Dean's List – Fall 2022, Spring 2023, Fall 2023

INTERESTS Music, Technology, Cars, Sports

College Address:
770 Washington St., Virginia
Tech
Blacksburg, VA 24061

Charles (Chase) Hensley

Chensley23@vt.edu
704-898-1037

Permanent Address:
15133 Ewart Road
Huntersville, NC 28078

EDUCATION **B.S. Finance and Real Estate**, Expected graduation: May 2027
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.1/4.0

SKILLS **Software:**
Excel CoStar
APTO Salesforce

EXPERIENCE **Intern**, Piedmont Properties, Charlotte NC. Summer 2023 – present

- Shadow Brokers and property managers daily activities
- Review leases and create lease abstracts
- Helping increase workflow by implementing Salesforce in everyday use
- Assist marketing department with photography and drone footage

Self-employed, Collective Esports Company – CEC Concord, NC. Spring 2022- Present

- Production of In-Person High School Esports Tournaments.

Self-employed, Chasing Higher Views Huntersville, NC. Summer 2020- Present

- Aerial Photography by drone or plane for commercial and residential real estate
- Grown to over 20 consistent customers over the past 3 years

HONORS 2023 James E West Fellowship Award – Boy Scouts of America
2022 Eagle Scout Award with Bronze, Silver, and Gold Palms – Boy Scouts of America
2022 Charlotte's 20 under 20 Awards Nominee – The Dean's List's 20 Under 20
2021 Founders Award – National Order of the Arrow, Boy Scouts of America
2021 Vigil Honor – National Order of the Arrow, Boy Scouts of America
2020 Order of the Arrow Catawba Lodge O.A. Crenshaw Family Arrowman of the Year

INTERESTS Aviation, Rock climbing, Gaming, Photography

Nathan Herrick

nvherrick@vt.edu | c. 919-724-1834 | 101 Filtrona Court, Cary NC 27519

Current 2nd year (junior academic standing) honors student preparing for a career in commercial real estate development. Seeking a summer 2024 development internship. References are available.

EDUCATION

Virginia Tech Class of 2026

GPA: 3.91 Overall, 4.0 In-Major

Honors College

Rank: 2nd In-Major, Top 2% In-Class

Pamplin College of Business, Pursuing Bachelor of Science in Commercial Real Estate Investment (primary major)
College of Engineering, Pursuing Bachelor of Science in Building Construction (secondary major)

Honors and Awards: Dean's List (every semester), Bob Pittard Scholarship Recipient (2022 and 2023), GH Student Services Character Award (1 per senior class), recipient of 6 additional national scholarships.

Work Experience

Blackwood Department of Real Estate, *Research Assistant*, Blacksburg VA, (Dec 2023 – Present)

- Analyze data to investigate the impact of single-family rent stock on student turnover in public schools. Complete literature reviews on various research topics. Assist in statistical analysis.

JLB Partners, *Summer Intern*, Bethesda MD (Summer 2023)

- Assigned to the Cecil Project which is a 300-unit multifamily high-rise in Downtown Bethesda.
- Managed the buyout of remaining scopes of work. This included analyzing proposals, price negotiation and drafting contracts.
- Spent time meeting with developers, brokers, and investors in the DC area learning about their current and previous projects, as well as the DC market history and trends.

Myers-Lawson School of Construction, *Industry Coordinator*, Blacksburg VA (Fall 2022 – Present)

- Manage career fair events. Each event hosts around 200 companies and about 1000 students
- Communicate with companies and industry partners, representing Virginia Tech. Coordinate company visits, career fairs, and recruiting events.

Homes By Dickerson, *Field Operations Intern*, Raleigh NC (Summer 2022)

- Worked alongside site superintendent managing the construction of custom homes in a three phase master planned community. Scheduled trade partners, inspections, client walk-throughs, and permitting.

EXTRA-CURRICULAR ACTIVITIES

ASC Design-Build Team, (Spring 2023-Present)

- Case study competition team. The team consists of 6 of the top business, engineering, and architecture students. Recently traveled to the UK to present our proposal to the John Moores University Capital Development Team for the redevelopment of an engineering building on campus. Future competitions are in Dublin and Prague.

Force of Habitat Crew Lead, Habitat for Humanity, (2020-Present)

- Founded the Habitat Club in high school. Subsidized labor costs by over \$60,000.

Additional: Real Estate Club, Finance Club, Campus Band, Club Track & Field, Student Ambassador, T.A. for first year class, Executive Board – Building Women in Construction

Current Address:

1011 Carpenter Blvd Blacksburg,
VA 24060

Amanda Hess

(571) 225-2030
mandyhess@vt.edu

Permanent Address:

2539 Logmill Rd.
Haymarket, VA 20169

OBJECTIVE Seeking a position related to advancing my learnings, knowledge, and skills.

EDUCATION **Communication, College of Liberal Arts and Human Sciences**

Expected graduation: May 2026

Minor: Real Estate

Virginia Tech, Blacksburg, VA

GPA: 3.6/4.0

SKILLS

Certified in Microsoft

Proficient in Word, Excel, and PowerPoint

EXPERIENCE**Food Preparer**, Jersey Mikes, Haymarket, VA Fall 2020-present

- Worked 4+ days per week in high school to help fund college education.
- Developed leadership/teamwork through becoming a shift leader.
- Trained and used excellent customer service practices in a fast-paced work environment.

Office Associate, Big Country Amusements, Manassas, VA Summer 2021-2022

- Administered and maintained daily front office operations, including greeting clients, responding to phone calls and emails, and performing billing tasks with 100% accuracy.

Food Preparer/ Kitchen Hand, Turner Place, Blacksburg, VA, Fall 2022-present

- Work 2+ days per week to support college expenses.
- Provide courteous and informative customer service in a mobile kitchen format.
- Displayed a positive and friendly attitude towards customers and fellow team members.

ACTIVITIES

Sigma Kappa Sorority, Virginia Tech, 2023-present

Project Linus, Virginia Tech, 2023-present

HONORS

Federal Work Study Program, Virginia Tech, 2022-present

College Address: Cochrane
Hall, Rm 3035 770 Washington
St. Blacksburg, VA 24061

Parker Holdren

prholdren34@gmail.com | 540-874-4066
<https://www.linkedin.com/in/parker-holdren-3886b8284/>

Permanent Address:
622 Westview Avenue
Bedford, VA 24523

EDUCATION	B.S. Real Estate and Finance , Expected graduation: May 2026 Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA GPA: 2.71/4.0 AA and AS , Graduated in 2023 Central Virginia Community College, Lynchburg, VA
SKILLS	Software: Excel
PROJECTS	Project Title (Semester Completed) <ul style="list-style-type: none">• Food Cart Project• Pickney Street Case Study
EXPERIENCE	HVAC Installer , Witt Mechanical Inc., Bedford, VA. December 2023– present <ul style="list-style-type: none">• Learned many skills about construction and HVAC systems.• Installed Mechanical work for retirement community, various residential properties, and commercial properties.• Worked close to 40-50 hours a week during breaks. Country Club Groundskeeper , Bedford Country Clubs, Bedford, Virginia. Summer 2023 <ul style="list-style-type: none">• Help take golf course from its worst conditions to its best conditions.• Trained two new employees learn about landscaping and course management. Showing them how to operate heavy machinery and tools.• In control of mowing, edging, and weed eating golf course. Lifeguard , YMCA, Bedford, Virginia. March 2021 – October 2021 <ul style="list-style-type: none">• Guided future lifeguards during their lifeguard certification and trained basic lifeguard techniques.• Summers: worked part time for 15 hours/week; school year: worked 15 hours/week.• Managed indoor lap pool, sauna, and hot tub. Construction Assistant , Hudson Builders, Bedford Virginia. May 2021-August 2021 <ul style="list-style-type: none">• Responsible for assisting framing and laying out 4 new residential properties.• In charge of retrieving materials for new construction.• Learned about the basics of construction and the way properties are built.
ACTIVITIES	Student Council for Liberty High School, 2022-2023 High School Varsity Baseball Team 2019-2023 High School Varsity Basketball Team 2020-2023 High School Varsity Golf Team 2019-2023 Co-President of Inspire Club 2022-2023
HONORS	National Honors Society 2021-2023
INTERESTS	Golf, Hunting, Fishing, Guitar, Lifting

College Address:
1201 Snyder Lane
Blacksburg, VA 24061

Kory B. Hummer
koryjrhummer@vt.edu
(804)-591-7837

Permanent Address:
12400 Amershire Place
Glen Allen, VA 23059

EDUCATION **B.S. Commercial Real Estate**, Expected graduation: December 2025
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.5/4

SKILLS **Software:** **Other Skills:**
Excel FasTrak
 Invision

EXPERIENCE **Car Salesman/Wholesaler**, Basic Auto Sales, Ashland, VA. Summer 2020 & 2021

- Work over 35-hour weeks for the company as well as occasional weekends
- Assisted company in establishing online marketing presence as well as operating company website.
- Dealt with customers in vehicle sales.
- Buying/Selling/Pricing vehicles through online auto auctions.

Assistant Manager, Hanover Sports Park, Ashland, VA. Summer 2020-January 2021

- Efficient knowledge in all of company operations.
- Worked 20 hours per week while attending senior year of high school.
- Capable of performing all equipment maintenance and repairs.
- Handled employee weekly scheduling/hiring of new employees

Assistant Manager, TNT Limousine & Executive Sedan, Glen Allen, VA. Summer 2022-present

- Handled online reservations/scheduling drivers.
- Implemented customer service tactic to double the companies 5-star google reviews within the first 4 months.
- Fluent in company's daily operations/able to fill in for any position.

ACTIVITIES High School Men's Basketball Team, 2017
High School Men's Varsity Golf Team, 2018-2021
Member of Tau Kappa Epsilon at Virginia Tech, 2022-present
Philanthropy- Tau Kappa Epsilon's TKE Week, over \$200,000 raised for St. Jude

HONORS VHSL Men's Golf State Championships, 2018, 2019
High School Men's Varsity Golf Coaches Award, 2020
University of Alabama Business School, Deans List, Fall 2021, Spring 2022

INTERESTS Golfing, Working out, Cars, Fishing, Cooking, Traveling.

College Address:
300 Murphy Street
Blacksburg, VA 24060

Ilyos Ismatov

ilyos@vt.edu
540-385-9357

Permanent Address:
300 Murphy Street
Blacksburg, VA 24060

EDUCATION **B.S. Residential Real Estate**, Expected graduation: May 2027
Minor: Undecided
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.29/4.0
Earning and financing 50% of college education and expenses

SKILLS **Software:** **Other Skills:**
Excel Microsoft Woodworking Basic Construction
Chrome Canva Driving Basic Mechanics

EXPERIENCE **Crew Member**, Blue Ridge Park LLC, Blacksburg, VA. Summer 2014 – Present

- Assist with renovations of dilapidated properties.
- General assistance with Maintenance, yard work, cleaning, etc.
- Work alongside the business owners when making listings for lease.

Crew Member, Jersey Mike's, Blacksburg, VA. July 2021 – August 2023

- Employed excellent customer service tactics and managed an average of \$3,500 in average revenue per shift.
- Performed all necessary equipment maintenance and cleaning of facilities.
- Prepared and cooked food for customers including large catering orders.

Cashier, Kroger, Blacksburg, VA. August 2023 – December 2023

- Employed excellent customer service tactics and managed an average of \$5,500 in average revenue per shift.
- Participated in corporate programs to increase donations to the local food drive.
- Did all tasks requested of me with positive feedback each time.

ACTIVITIES Virginia Tech Real Estate Club, Member, 2023 - present
 DECA, Blacksburg High School, Fall 2022 – Summer 2023

HONORS - DECA District Level Conference Finalist, 2022 and 2023
 - DECA State Level Conference Finalist, 2022
 - Participated in DECA International Level Conference, 2022
 - Received Recognition for being part of Jersey Mike's Month of Giving, 2022 and 2023
 - Received Award for Excelling at Kroger's Expectations, 2023

INTERESTS Real estate, investments of any kind, automobiles, construction, health and fitness, and more.

College Address:
105 Roundhill Drive
Christiansburg, Virginia 24073

Caleb Johnston

calebj@vt.edu

(540)-392-7271

Permanent Address:
105 Roundhill Drive
Christiansburg, Virginia
24073

- EDUCATION** **B.S. Building Construction**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.25/4.0
Earning and financing 100% of college education and expenses
- SKILLS** **Software:**
Autodesk Certified in Revit for
Architectural Design, 5/2022
- EXPERIENCE** **VT Aerospace and Ocean Engineering, Blacksburg, VA.** 3D Print Lab
Technician, Fall 2021 – present
- Work 25 hours per week to help fund college education.
 - Increased customer base through referrals for quality work.
 - Set up/monitor printing for all jobs according to specific materials needed.
 - Manage 3D print lab & process print jobs.
- Altizer Construction, Christiansburg, VA.** Laborer, Spring 2023 - present
- Gained experience in residential construction.
 - Witnessed the subcontracting process.
 - Helped finish the house including paint, flooring, interior and exterior walls, etc.
 - Helped during the entire building process of a house.
- Brann and Long Farms, Riner, VA.** Farm hand, Spring 2020 – present
- Plant pumpkin seeds, maintain weeds, cut, harvest, load and deliver pumpkins.
 - Setup and cleanup of the venue for weddings and other events
 - Operate/maintain farm equipment.
 - Summers: worked 40+ hours/week; school year: worked 15 hours/week.
- ACTIVITIES** Block and Bridle, Virginia Tech, 2022-present
Collegiate Young Farmers, Virginia Tech, 2022-present
Christ's Church, Virginia Tech, 2022-present
National Society of Leadership and Success, 2023-present
Sleep in Heavenly Peace
Roanoke Rescue Mission
- HONORS** Dean's List Mention, 2023
Nominated and Inducted into the National Society of Leadership and Success
State FFA Degree, Virginia Tech June 2022
- INTERESTS** Farming, CAD/BIM design, Construction

Katherine Karalus

2745 Queenswood Rd, Midlothian, Va 23113 - (804) 317-5473 – KatherineKarus@vt.edu

Education

Virginia Tech

Blacksburg, Va

- BA PUA in Environmental Policy and Planning
- GPA 3.71

2022-2026

Skills

- Leadership experience
- GIS and ArcGIS program
- AutoCAD and Revit programs
- Organized, multitasking, and problem solving

Experience

Country Club of Virginia | Banquet Server

Richmond, Va | *Seasonal 2023*

- Ensured organized events meet the standards of Club management and helped maintain a clean and safe work environment
- Hones professional communication skills and conflict resolution while working with team members and club members

Salisbury Country Club

Midlothian, Va

Front Desk Attendant – Indoor Sports Facility

2020-2023

- Scheduling, greeting members, managing money, answering phones and monitoring the safety of the facility
- Responsible for opening and locking up the facility

Banquet Server

2021-2022

- Prepared party spaces and events, served food and beverages, cleaned event areas
- Handled conflicts, greeted guests, and completed other job duties required of me

Douglas Aquatics | Pool Manager

Midlothian, Va | *Seasonal 2020-2021*

- In charge of a staff of 25, kept the pool facility clean and safe, scheduled, and dealt with patrons
- Filled out safety forms, managed conflict, and handled pool chemicals
- Responsible for opening and closing pool

Activities

- Involved in National Society of Leadership and Success
- Involvement with food drives and food pantries

Honors

- Fall 2022 Deans list for Virginia Tech
- Orientation and Leadership Training Certification
- Foundations of Leadership Certification

Interests

- Experience in land development, project management, and planning and zoning for land and building proposals

College Address:
7515 720 Washington Street,
Virginia Tech
Blacksburg, VA 24061

Mitchell Kastel
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980-309-4320

Permanent Address:
21208 Blakely Shores
Drive Cornelius, NC 28031

EDUCATION **B.S. Building Construction**, Expected graduation: May 2027
Double Major: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.61/4.0
Lake Norman Charter High School

SKILLS **Personal**
Entrepreneurship Leadership
 Time Management

EXPERIENCE **Landscaper**, Your Handyman of LKN, Mooresville, NC. Summer June 2022-
Summer August 2023

- Worked as a landscaper for a commercial landscaping company.
- 10+ hour days with a crew of 4
- Helped to satisfy more than 70 customers

Self-employed, Lawn care business, Cornelius, NC. Summers 2021-2023

- Solicited business through cold calls and visits generating 25 clients.
- Performed all necessary equipment maintenance and repairs.
- Covered all expenses and yielded net annual profits of over \$2,500.

Lifeguard, Swim Club Management Group, Huntersville, NC. May 2019 – August 2021, Summers

- Worked way up to head lifeguard and was asked to be manager.
- Managed 4 other lifeguards and 100+ people at a time.
- Satisfied needs of customers and had zero accidents

ACTIVITIES High School Varsity Lacrosse Team 2019-2023. Captain 2022-23
1st Team All State LSM, 2nd Team All State Defense, 2x State Champion
IMLeague Sport Participant
Fraternity: Beta Theta Pi by end of Spring 2024

HONORS Deans List Fall 2023
Honor Society Senior Year HS
Math Honor Society Junior-Senior Year HS

INTERESTS Sports, Brotherhood/Fraternity, Real Estate, Construction, Home Flipping

- Tips for your resume:**
- Include high school activities, only if you are a first year or sophomore student; by junior year, remove high school activities unless they are rare or show a long track record of interest or involvement.
 - As you write your resume, describe to the reader 'how-well' you did the tasks instead of writing the 'what you did'.
 - Keep the number of bullet points in each section consistent
 - Add bullet points under activities if you have significant involvement or are a leader of the activity.
 - When you don't have career-related experience (yet) your other jobs show employers things like work ethic and customer service experience – qualities important in all work settings. Demonstrate your value to a company by showing how you've been productive/successful in the past.
 - Philanthropy under activities. **This looks good to employers in my opinion. (Sherwood)**

Harrison N. Kauffman

Bernardsville, Virginia | (908)-809-0278 | Harryk22@vt.edu

EDUCATION

Virginia Polytechnic Institute and State University (Virginia Tech)

Pamplin College of Business

B.S. in Real Estate with Commercial Properties

Minor in Finance

Overall GPA: 3.60/4.00

Dean's List (Last Two Semesters)

Blacksburg, VA

Expected Graduation: May 2026

Bernardsville High School- Bernardsville, NJ

Class Rank: Top 20%

Cumulative GPA: 3.95/5.0

Honors: National Honor Society, Scholar Athlete, Academic Excellence

Bernardsville, NJ

September 2018 – June 2022

PROFESSIONAL EXPERIENCE

Forte Capital Group

Private Wealth Management Intern

New York, NY

May 2023 – July 2023

- Assessed investment allocations in client portfolios considering risk tolerance and future financial goals.
- Gained daily knowledge from morning meetings on the market and assisted senior advisors in opening new accounts for clients.
- Conducted cold calls targeting potential future clients, offering late-stage pre-IPO investments.

Kauffman Services

Founder & CEO

Bernardsville, NJ

August 2015 – August 2022

- Managed all financial records including billing, payments, financial reporting, banking, and investing.
- Employed four friends on hourly pay after school hours to help meet the growing client demand.
- Acquired knowledge of business startup fundamentals and achieved a health work-life balance.

EXTRACURRICULARS AND LEADERSHIP

Entrepreneurship Club

Member

Blacksburg, VA

January 2023 – Present

- Acquired insights through engaging with accomplished speakers, workshops, co-working events, pitch competitions, and social gatherings with other student entrepreneurs.
- Participated in collective efforts with team members to address cases during workshops and various team-oriented events.

Finance Club

Member

Blacksburg, VA

January 2023 – Present

- Collaborated directly with board members to generate promotional content for club meetings for over 350 members.
- Contributed to club cohesiveness through consistent attendance of career overview presentations, resume and LinkedIn workshops, and networking events with students and staff.

Pi Kappa Alpha

Real Estate Chair

Blacksburg, VA

December 2023 – Present

- Aided the President in creating a system for transferring leases among members to keep optimal locations.
- Established leasing company contacts for simpler renting processes.
- Organized property information by price and location for easy access.


OTHER

Skills: Microsoft Office, Google Workspace


Interests: Football, Lacrosse, Fishing, Basketball, Traveling, Reading, Weightlifting, Golfing, Woodworking

PAYSON KELLEY

CONTACT

 540-553-1771

 paysonk@vt.edu


 Christiansburg, VA 24073

SKILLS

- Time management
- Organization
- Efficiency
- Problem-solving
- Creativity
- Communication
- Attention to detail

REFERENCES


EVAN TARRAZI

Jersey Mikes Regional Manager
 (540) 892-8688

CAMDEN AKERS

Current Customer / Former Coach
 (540) 230-5018

TRENT HARDING

JE Dunn Construction
 (540) 267-6825

EDUCATION

Expected graduation May 2026

Bachelors in Building Construction

Virginia Tech, Blacksburg VA

August 2021 - July 2023

Associate in Arts (A.A.) in General Studies

New River Community College, Christiansburg VA

EXPERIENCE

June 2020 - Present

Owner

Icon Mobile Detailing

- Self-started and owned business detailing vehicles.
- Consists of locally marketing the business to gain/maintain clientele, managing time to fit my customers, and providing a quality service of detailing vehicles.

November 2021 - Present

Crew member

Jersey Mikes

- Provide customer service to ensure that the customers have a good experience to keep them coming back.
- Manage the closing process to make sure that the store is closed in a cleanliness and proper way while still being efficient.

June 2023 - Present

Entrepreneurship

Safe Site Solutions

- Self-created product targeting the construction industry and specializing in work site safety.
- Make and provide dust containment funnels that attach to a concrete mixing silo and funnel the dust into the mixer to reduce the dust cloud.

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720 Washington St, West Ambler
Johnston, Virginia Tech
Blacksburg, VA 24061

Grace Kennedy
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703-901-5159

Permanent Address:
12026 Rosiers Branch Dr
Herndon, VA 20170

EDUCATION **B.S. Residential Real Estate**, Expected graduation: May 2027
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.375/4.0

SKILLS

Software:	Other Skills:	
Excel	Customer Service	Social Media/Graphic
Canva	Interpersonal Skills	Design
Yardi		

EXPERIENCE

Intern, Long and Foster Real Estate, Fairfax, VA. April 2023-May 2023

- Staged rental properties and expanded social media advertising for individual agents through Canva.
- Attended the National Legislative Realtor Conference of 2023.

Pool Operator and Lifeguard, Reston Association, Reston, VA. Summer 2021 – present

- Recording and maintaining chemical balances, overseeing Lifeguards, monitoring the facility for cleanliness and safety.
- ~30 hours per week.
- Aquatics Desk Attendant 2019-2021

Editor in Chief, The Stinger, Herndon, VA. Summer 2022– Spring 2023

- Selected as Editor in Chief of the Herndon High School Newspaper.
- Previous positions include Social Media Manager and Section Editor 2021-2023

Student Assistant, National League of Junior Cotillions, Reston, VA. Fall 2019 – April 2023

- Taught students to value etiquette and respect for others in multiple aspects of life.
- Demonstrated formal ballroom dance.

ACTIVITIES

National Apartment Association, Member, 2024-present
Real Estate Club, Virginia Tech, 2023-present
Wishmakers at VT, Virginia Tech, 2023-present
DECA Marketing Club, Herndon High School 2021-2023
Paige’s Closet, Volunteer, Herndon High School, 2021-2022
Varsity Track & Field Team, Herndon High School, 2019-2023

HONORS

National Honor Society Member, Herndon High School, 2021-2023
Honor Roll Athlete Award, 2020-2023

INTERESTS

Leasing Apartments, Staging Properties, Content Creation, French

Sara Kim

College Address:
1201 Snyder Ln
Apt 12301
Blacksburg, VA 24061

Sarak1mmy@vt.edu
301-366-1996

Permanent Address:
13660 Ansel Ter
Germantown, MD 20874

EDUCATION **Major:** Finance and Real Estate, Expected graduation: May 2026
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.9/4.0

SKILLS **Software:**
Excel

EXPERIENCE **Shift Leader**, Berries and bowls, Gaithersburg, MD. Summer 2020-2023

- Work 30 hours per week to help fund college education.
- Trusted to close the store, register, and monitor other employees.
- Became one of the first shift leaders after my first year working.

Server, Lifetime Athletics, Gaithersburg, MD. Summer 2023

- Provided excellent customer service earning at least 20% each transaction.
- 30-hour work weeks.
- The first servers to the new concept of poolside serving at lifetime and adjusted great and fast.

Sales associate, Adidas, Clarksburg, MD. Fall 2021 and Fall 2023.

- Employed excellent customer service during busy holiday seasons.
- Reached each day's sales goal regularly.
- Effectively organized new shipments and products expeditiously.

ACTIVITIES Innovate LLC, Virginia Tech, 2022-2023
Sigma Kappa Sorority, Virginia Tech, 2022-2023

- Walk to end Alzheimer's disease

High School Varsity Lacrosse Team, 2019-2022

HONORS Honor roll every year of high school
4-year varsity athlete award in high school

INTERESTS Traveling, Data analysis, homeless support, and exercise.

College Address:
1015 University City Blvd Unit
403
Blacksburg, VA 24060

Hayden Kingoff
hkingoff@vt.edu
(804)-432-2337

Permanent Address:
12616 Eagle Ridge Road
Richmond, VA 23233

EDUCATION **B.S. Real Estate**, Expected graduation: May 2025
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.06/4.0

EXPERIENCE **Staff Member**, Virginia Tech Dining Hall, Blacksburg, VA. January 2023 - Present

- Work 15 hours a week to support college education.
- Promote great teamwork to ensure everything is done efficiently.
- Demonstrate flexibility by assisting in various departments including prep work, Chick-Fil-A, Pizza Hut, and cashier.

Carryout, Family Maggiano's Little Italy, Richmond, VA. December 2021 – Present - Seasonal

- Collaborated efficiently and quickly with coworkers to provide customers with the best service.
- Took phone calls and assisted customers in store as well as prepping orders.
- Demonstrated strong attention to detail to make everything was accounted for.

Cashier/Team Member, Wegmans, Richmond, VA. January 2019 – March 2022

- Assisted customers with their orders while sustaining great customer service.
- Earned scholarship from Employee Scholarship Program.
- Showed a strong work ethic by taking initiative to complete tasks and contribute to the overall success of the grocery store.

ACTIVITIES **Long & Foster Commercial Real Estate Externship**, Winter 2024

Gravity Real Estate Virginia Tech Student Ambassador, 2023 - present

Volunteer at Habitat for Humanity

- Assist with operations including taking in newly donated items, sorting through items, cleaning furniture, providing help throughout the store when needed.

High School Marching Band, 2016-2021

HONORS **Dean's List**, Spring 2023

Wegmans Employee Scholarship Award

College Address:
1001 University City Blvd,
Blacksburg, VA 24060

Samy Kolby
Skolby@vt.edu
704-654-5178

Permanent Address:
4138 Tyndale Ave.
Charlotte NC, 28210

EDUCATION **B.S. Real Estate**, Expected graduation: May 2026
Minor: N/A
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.62/4.0
University athletics financing of college education and expenses

SKILLS **Construction/Remodeling** **Other Skills/Qualities**

Tiling	Painting/Caulking	Work Ethic	Customer Engagement
Framing	Flooring/Hardwood	Fast Learning	

EXPERIENCE **Carpenter's Helper**, Kolby Construction Charlotte, NC. 2020-2023

- Work 14+ hours per week to help fund car purchase.
- Continued learning and working alongside vastly experienced team of GC's
- Employed to perform various tasks around new construction and renovation of pre-existing homes.

Self-employed, Small Remodeling/Fixing Jobs. Summers 2019-2023

- Cut grass in local neighborhoods, performed other landscaping and outside tasks.
- Performed various handy-man tasks inside homes, including painting, tiling, cleaning, and replacing other outdated fixtures.
- Covered all expenses and yielded net profits.

ACTIVITIES Men's Soccer, Virginia Tech, 2024-present
UNC Charlotte Men's Soccer team 2022-2023
High School Varsity Soccer Team, 2021
UNC Charlotte FCA member/student leader

HONORS American Athletic Conference Champion, 2023
Scholar Athlete Recognition, 2022-2023
American Athletic Conference All Rookie Team, 2022
High School Graduate Summa Cum Laude, 2022

INTERESTS Sports, including soccer, football, hockey, tennis, and motor-sport; as well as fishing, building projects, aquariums, fitness.

College Address:
1302 Mary Jane Circle
Blacksburg, VA 24061

Zachary Kouchalakos
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<https://www.linkedin.com/in/zach-kouchalakos-83a88824b/>

Permanent Address:
9 Meredith Drive
Nashua, NH 03063

EDUCATION **B.S. Finance & Real Estate**, Expected graduation: May 2026
Minor: Commercial Development
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.10/4.00
Earning Scholarship while attending

SKILLS

Software:	Other Skills:
Excel Microsoft Suite	Client Sales Relations

EXPERIENCE

Business Owner, Clear Sky Windows, Nashua, NH. Summer 2023

- Profited upwards of \$20,000 dollars from mid-June to early August.
- Demonstrated door to door sales in cities around New Hampshire, pitching my service to each potential customer.
- Employed two workers to Wash the window paying each \$25 an hour.
- Guaranteed customer satisfaction with the job and offered other complimentary window services while working 40+ hours a week.

Warehouse Specialist, BestBuy, Nashua, NH. Summer 2021 – Winter 2022

- Performed all product outflow and inflow tasks and signed off on them while working 30+ hours a week.
- Ensured customer satisfaction and relations while carrying out curbside pickup orders.
- Organized and labeled products and distributed them to their given shelves showing attention to detail in a fast-paced environment.

Self Employed, Landscaping, Nashua, NH. May 2020 – May 2022, Summers

- Found clients around my area and covered their landscaping needs for \$25 an hour while working 30+ hours a week.
- Performed landscaping tasks such as mulching, cutting trees, cutting grass, weeding, planting, and more.

ACTIVITIES

Virginia Tech Lacrosse, 2022- Present
Pi Kappa Alpha Fraternity 2022- Present
Highschool Finance Club, 2022-2023
Bishop Guertin Varsity Lacrosse, 2019-2023
Bishop Guertin Basketball 2019-2021

HONORS

St. Phillips Greek Orthodox Church Scholarship recipient 2023-Present
Captain of 2x State Champion Lacrosse Team, 2022-2023
Bishop Guertin Green and Gold honor roll all 4 years, 2019-2023

INTERESTS Hiking, Lacrosse, Golf

George D. Kruse

Spring Lake, New Jersey | (732) 832-1545 | gkruse552@gmail.com |
<https://www.linkedin.com/in/george-kruse>

EDUCATION

Virginia Polytechnic Institute and State University (Virginia Tech)

Pamplin College of Business

B.S. in Business: Real Estate (Residential Development and Investment)

Minor in Finance

Overall GPA: **3.32/4.00**

Blacksburg, VA

Expected Graduation: May 2026

Christian Brothers Academy

GPA: 3.50

Lincroft, New Jersey

Graduation Date: 2022

WORK EXPERIENCE

Carisk Partners

Sales Intern

Spring Lake, NJ

June 2023 – January 2024

- Assisted sales professionals through completion on various tasks including lead generation, data entry, and sales reports.
- Spearheaded reorganization process of over six years of companies database and files.
- Participated in sales training sessions to nurture essential sales skills and techniques.

Spring Lake Golf Club

Outdoor Operations

Spring Lake, NJ

September 2018 – August 2023

- Greeted guests upon arrival, maintained an optimal appearance throughout clubhouse and golf course.
- Ensured clubs and equipment were properly cleaned and maintained for clubs guests.
- Exhibited high level of professionalism through effective communication with golfers to ensure satisfactory experience.

LEADERSHIP

Pi Kappa Alpha Fraternity

Head Logistics Chair

Blacksburg, VA

November 2023– Present

- Spearheaded and optimized logistical operations as Head of Logistics, ensuring seamless event coordination and resource management for social activities, resulting in enhanced efficiency and attendee satisfaction.
- Fostered relationships with 15+ campus clubs and organizations to facilitate co-sponsorship of philanthropic and social events.

CBA Student Council

Class President

Spring Lake, NJ

May 2021 – May 2022

- Elected by peers to lead class of 215 students to lifelong position, serving as primary liaison between administration and student body.
- Tasked with maintaining positive academic and social environment as student council ushered school through COVID-19 pandemic through organizing multiple events in both a virtual and socially distant settings.

EXTRACURRICULAR AND VOLUNTEERING

Finance Club

Member

Blacksburg, VA

September 2023 - Present

- Collaborate with other board members to broaden Virginia Tech students' access to and understanding of finance.
- Oversee club investment, club procurement, and financial planning to promote organizational growth.

Real Estate Club

Member

Blacksburg, VA

December 2023 - Present

A dedicated member, known for a strong acumen in market an analysis and a proven track record of facilitating networking opportunities among industry professionals.

A Walk on Water

Volunteer

Spring Lake, NJ

May 2019– Present

- Volunteer during summer months while conducting surf therapy for children and adults with special needs.
- Proficiently operated and maintained adaptive equipment, such as beach wheelchairs, to facilitate access to beach and water.

OTHER

Sports: Surf Team (Captain), Varsity Baseball, Varsity Basketball

Skills: Microsoft Office, Google Workspace, JD Edwards, Service Sales CRM, Hyland Cloud

Interests: Golf, Reading, Chess, Weightlifting, Surfing, Snowboarding, Hiking, Traveling

College Address:
Pritchard Hall, Virginia Tech
Blacksburg, VA 24061

Tommy Lask
Tommylask6@vt.edu
(804)-298-6250

Permanent Address:
Mechanicsville, VA 23116

- EDUCATION** **B.S. Commercial Real Estate**, Expected graduation: May 2027
Minor: Marketing
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.3/4.0
- SKILLS** **Skills**
teamwork Basic marketing
customer Cash handling
service
- EXPERIENCE** **Extern**, Long & Foster, Vienna, VA. January 2024
- Completed weeklong commercial real estate externship both in-office and virtually.
 - Learned from and interacted with industry experts from multiple companies. Gained practical knowledge on topics such as marketing strategies, business planning, prospecting.
- Youth Lacrosse Camp Counselor, Coach, and Referee**, North Meets South Lacrosse, Richmond, VA. Summers 2022 & 2023
- Coached youth teams in games, demonstrated lacrosse skills, and led drills. Fostered teamwork, sportsmanship, and fair play.
 - Refereed summer youth developmental lacrosse games
- Crew Member**, Jersey Mikes Subs, Mechanicsville, VA. November 2022 – August 2023
- Managed sales transactions and prepared food
 - Resolved customer issues and complaints, provided excellent service, and connected with customers on a personal level.
- ACTIVITIES** Virginia Tech Club Lacrosse, 2023-present
Phi Gamma Delta Fraternity, 2023-present
High School Varsity Lacrosse Team, 2021-2023
High School Freshman Basketball Team, 2019-2020
High School DECA Club member, 2019-2023
Dodging Cancer Fundraiser – Dodgeball tournament benefiting friend with Non-Hodgkins Lymphoma. Designed and executed dodgeball tournament fundraiser that raised over \$2,000 and involved more than 300 players and fans. Spring 2023
- HONORS** Atlee High School Lacrosse Team Award: Best Attitude, 2023
Varsity Lacrosse All-Region and All-State Team, 2023
2X Lacrosse State Champion – Virginia Class 4, 2022 & 2023
National Honor Society and Beta Club, 2022-2023
- INTERESTS** Hunting, Fishing, Weightlifting, Wakeboarding, and Waterskiing.

College Address:
302 North Main St, Virginia Tech
Blacksburg, VA 24060

Lindsey Liddell
lindsliddell@gmail.com
571-594-8026

Permanent Address:
12021 Hamden Ct
Oakton, VA 22124

EDUCATION **B.S. Real Estate**, Expected graduation: Fall 2024
Minor: Residential Environments
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS **Software:** **Other Skills:**
Excel CoStar Google Apps
Bluebeam ESRI
Procore Microsoft

EXPERIENCE **HITT Contracting Inc.** | Futures Internship Program | Falls Church, Virginia.
05/2023 - 07/2023

- Worked with the Interior Law Firms team, including making calls to subcontractors, creating scope sheets for bidding projects, generating submittals, and processing transmittals.
- Gained on-site experience, including attending weekly OAC meetings, conducting Go-pro walk throughs for the client, and producing punch list items.

Virginia Heart Cardiology | Internship Experience | Purcellville, Virginia.
06/2021 - 08/2021

- Worked with departments across the company, including marketing and project management, in developing new ideas, initiatives, products, and services
- Executed company policies, procedures, and safety standards to ensure the proper cleanliness and safety of the office and equipment

Oakton Swim & Racquet Club | Assistant Swim Team Coach | Oakton, Virginia.
05/2016 - 08/2019

- Took on a leadership role by helping run and construct practices for the entire team.
- Helped manage and oversee all swim meets.

ACTIVITIES National Society of Leadership and Success, 2021-present.
Delta Delta Delta Sorority- Beta Nu Chapter, on the philanthropy committee, 2020-2023.

COMMUNITY SERVICE **National Charity League** | Oakton, Virginia. 2014-2019

- Mother-daughter nonprofit organization that develops strong women leaders serving and impacting communities today. Conducted and attended monthly meetings.
- Volunteered at The Katherine Hanley Shelter where I worked in the kids' resource room and entertained children while parents attended meetings every other.

INTERESTS Hiking, Fitness, Swimming, Interior Design, Architecture, Music.

Robert B. Lindh

(412)-354-0026

Pittsburgh, PA

robertlindh6@vt.edu

Education

Bachelor of Science (B.S.) in Finance and Real Estate Commercial Properties

GPA: 3.2

Virginia Polytechnic Institute and State University, Blacksburg VA

Est. May 2026

Experience

IT Sales and Strategy Intern

Boston, MA

Maitsys IT Consulting

October 2023 – Present

- Collaborate with the sales team to identify potential clients, generating leads through market research and networking efforts
- Assisted in the development of sales strategies to penetrate new markets, resulting in a 15% increase in client base during the internship period
- Collaborated with cross-functional teams, including marketing and technical departments, to align sales strategies with the company's overall objectives
- Supported the preparation of client presentations, proposals, and sale pitches, effectively communicating the company's value proposition

Head Recruitment Chair

Blacksburg, VA

Alpha Tau Omega Fraternity Theta Delta Chapter

December 2022 – Present

- Led a team as Head Recruitment Chair, overseeing two Co-Chairs and managing a committee of 30 members
- Developed and executed comprehensive recruitment strategies, resulting in successfully attracting top talents to the fraternity
- Managed logistics for recruitment activities, ensuring seamless execution and a positive experience for the potential new members
- Oversaw the selection process, collaborating with the committee to evaluate candidates and make informed decisions aligning with the fraternity's values and goals
- Successfully recruited and onboarded a diverse and talented group of individuals from a pool of over 1200 men.

Outside Operations

Pittsburgh, PA

Chartiers Country Club

April 2020 – Present

- Deliver excellent recreational experience for members and their guests on and off the golf course
- Coordinate with superiors and peers to meet the club and member needs
- Display respect for the grounds, club, and all employees, offering additional assistance in other areas
- Maintain a hospitable demeanor to allow members and guests a premiere experience

Leadership/Honors/Activities

- Alpha Tau Omega Fraternity *2022-Present*
- Alpha Tau Omega Mentorship Program *2023-Present*
- Real Estate Club at Virginia Tech *2023-Present*
- Invitation to 2024 Alpha Tau Omega Presidents Retreat *January 2024*

Skills

- Adobe Illustrator
- AutoCAD
- Aspire
- Microsoft Excel

College Address:
1332 MacArthur Street
Blacksburg, VA 24061

Chris Loeffler
ChrisLoeffler77@gmail.com
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(508) 630-6122

Permanent Address:
2 Sherbrooke Drive
Dover, MA 02030

OBJECTIVE Seeking an internship during Summer 2024, and post-graduation position after December 2024. Preferred location: Boston, Massachusetts, or surrounding states/cities.

EDUCATION **Virginia Polytechnic Institute and State University**

B.S. Real Estate, Commercial & Residential Development, and Investment
Expected Graduation: December 2024

Minor in Property Management

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS

Software:

Excel ZoomInfo CoStar
Salesforce ESRI

EXPERIENCE **Intern**, Morrissey Goodale LLC, Natick, MA.

Jan 2023 – August 2023,

- Worked as a research intern on the buy-side of the M&A department in a leading architecture & engineering advisory company.
- Provided support to research manager with tasks such as building lists of potential targets for buy-side clients, and market research.
- Assisted with various internal data management and gathering initiatives.

Facilities & Setup Lead, Boston Coll. Connors Center, Dover, MA.

April 2017 – January 2023

- Team lead to set up for meetings and events in a fast-paced many faceted meeting and wedding facility.
- Gained understanding in hospitality industry, including the entire process of hotel management from check in to maintenance.

Warehouse Associate, Amazon. Northborough, MA & Medford, MA.

Summers & Winters 2020 & 2021

- Worked in loading bay organizing the loading and unloading of inbound trucks.
- Maintained 160-scan/hr scan rate when building pallets.

**LEADERSHIP/
COMMUNITY
ENGAGEMENT**

Club Officer, The Futurists Society, 2020-2022

Volunteer & Group Leader, Mission at the Eastward, 2018-2022

Event Manager at Paces for Faces Annual walk 2018-2019

INTERESTS

Astronomy, Boating, Photography, Woodworking

Lin Ma
linm19@vt.edu
(540)449-5541

Permanent Address:
703 Ellett Rd,
Blacksburg, Virginia 24060

EDUCATION **B.S. Real Estate and Management**, Expected graduation: December 2024
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS **Software:** **Other Skills:**
Excel ESRI 3D modeling C/C++
SolidWorks CoStar Python Fluent Mandarin

EXPERIENCE **Construction Manager Assistant**, Beijing ChongHua Engineering Co., Ltd,
Beijing, China. June 2018 – August 2018

- Overwatch construction site, ensure proper workforce allocation and mobilization.
- Communicate with different departments and report to the site manager.
- Conduct safety inspections and ensure general safety on site.

Fireteam/Squad Leader, Virginia Tech Corps of Cadets
Blacksburg, VA. May 2020 – August 2022

- Responsible for the Morale, fitness, schoolwork and overall wellness of a four cadet team.
- Coordinate communication through the chain of command.
- Conduct regular inspections to ensure room standard.

General Manager, Spicity Inc
Blacksburg, VA. May 2020 – July 2023

- Communicate with employees to establish weekly work schedules.
- Communicate with customers to ensure service satisfaction.
- Record payroll data and communicate with the accountant.
- Oversees new employee hiring and training process.
- Maintain inventory and order supplies weekly.

ACTIVITIES Virginia Tech Corps of Cadets, Member of The Highty Tights 2019 – 2022
Scholastic Action Shooting Program, College Pistol National Champion 2022

HONORS Emerging Leader Scholarship, 2019 – 2022
SASP College Pistol National Champion, 2022
Community Service Ribbon, 2022

INTERESTS Foreign Language, Outdoor Sports, Brass Instruments, Auto Mechanic, Cooking.

College Address:
880 W Campus Dr
Blacksburg, VA 24060

Ethan Magne
ethanamagne6@vt.edu
(703)869-7509

Permanent Address:
2028 Greenwich St Falls
Church, VA 22043

EDUCATION **B.S. Real Estate**, Expected Graduation: December 2024
Major: Commercial Development & Investment
Minor: Smart & Sustainable Cities
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS

Software:	Other Skills:
Excel ESRI	Collaboration Adaptability
PowerPoint Costar	Data Analysis Market Analysis

EXPERIENCE **Long & Foster Externship**, Long & Foster, Tysons, VA. *January 9 - 11, 2024.*

- Participated in an externship experience under the guidance of Jon Butt, gaining insights into the Commercial Real Estate industry through engaging sessions with guest speakers from various companies with other externs.
- Each guest speaker facilitated hour-long presentations, providing an opportunity for externs to ask questions about the experiences and expertise of their respective fields.
- I learned most about the brokerage and sales perspective of the industry, this gave me more insight into how brokers approach their businesses.

Server, The Grove Event Staff, Blacksburg, VA. *October 2023 – Present.*
San Antonio Bar & Grill, Alexandria, VA. *Summer 2020 – Winter 2024, Seasonal*

- I executed exemplary customer service strategies, fostering a collaborative rapport with patrons and colleagues to curate an optimal dining experience.
- I effectively proved my adaptability by consistently providing exceptional service to our valued patron by catering to their unique preferences.
- Summers: worked 30+ hours/week; Winters: worked 20+ hours/week

Tennis Coach, OneLife Fitness, Tennis DNA, & Private Coach, Falls Church, McLean, and Herndon, VA. *May 2018-August 2023, Seasonal.*

- I demonstrated proficiency in comprehensive tennis training focusing on foundational and advanced techniques within group instructional settings.
- In the summer of 2022, assumed a marketing internship role, overseeing an independent summer program. Assumed responsibilities encompassing program promotion, coaching, and communication within a Herndon, VA HOA neighborhood. I attained 8 students through self-generated efforts, leading to a commendable bonus recognition.
- I executed and organized every lesson ensuring the smooth execution of daily lessons and cultivating an environment conducive to skill advancement, contributing to the development of numerous students.

Assistant to Real Estate Broker, Zenith Inv. LLC, Tysons, VA. *April-August 2020*

- I organized and managed essential daily operational tasks, aiming to enhance the productivity and efficiency of my supervisor's endeavors.
- I acquired a comprehensive understanding of project protocols and various methodologies under the tutelage of my supervisor, and I learned to appreciate the mentorship from this experience.
- I strategically organized and expanded the company's social media platforms, leading to a significant increase in online exposure and user interaction. I was able to help attain three clients through the increased exposure online from the company's social media platforms.

Extracurriculars **Mulroy RE Competition Real Estate Club Videography Music Learning**

College Address:
171 Vawter Hall, Virginia Tech
Blacksburg, VA 24061

Drew Matthews
dmmatthews8@gmail.com
540-292-0990

Permanent Address:
1932 Cold Springs Rd
Stuarts Draft, VA 24477

EDUCATION **B.S. Real Estate**, Expected graduation: May 2027
Potential Minor: Building Construction
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0
Earning and financing 50% of college education and expenses

SKILLS **Hands On:** **Management:**
Mechanical Construction Time People
Carpentry Landscaping Money Scheduling

EXPERIENCE **Self-employed**, Lawn care/landscape business, Stuarts Draft, VA. Summers 2022 & 2023

- Collected client list by going door to door and through Facebook ads.
- Services included: mowing, weeding, hardscaping, brush clearing.
- Managed own schedule, money management, client interaction.

Assistant Contractor, Bussard Construction, Stuarts Draft, VA. 2022-23

- Worked with a home building contractor.
- Learned how to read and turn blueprints into reality.
- Problem solving and obstacle overcoming.
- Perfection over speed!

Car Mechanic Hand, Family Auto Shop, Stuarts Draft, VA.

- Assisted with oil changes, brake replacements, tire rotations, headlight replacements, and more.
- Gained knowledge in smart business practices and taking advantage of the best opportunities.
- Importance of ensuring the best work for safety.

Sales Associate, University Bookstore Hokie Shop, Blacksburg, VA. Fall 2023 – present day

- Operated a register, handled money, stocked shelves, cleaned, folded and hung-up clothes.
- Customer service skill development.
- Problem solving in a more social way.

ACTIVITIES Governors School 2021-23
French Club 2019-23
Real Estate Club 2023 – present
YOVASO Youth Leader – Summer 2022

HONORS Governors School Graduate
Top 10 in High School graduating class
National Honor Society

INTERESTS Gym, vehicles, sports, friends, outdoors, golf, music

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115 Slusher Hall, Virginia Tech
Blacksburg, VA 24061

Ben Mickool
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203-240-5602

Permanent Address:
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Ridgefield CT 06877

EDUCATION **B.S. Business Information Technology**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS **Software:** Office Suite Salesforce Google Suite **Other Skills:** Python Photoshop

EXPERIENCE **Tischler Und Sohn**, Stamford, CT
Operations Intern.
Summer 2022

- Helped identify weak points in the production pipeline and sought out a impactful solution by implementing Salesforce into their company
- Worked with an external consultant to procure Tischler's Salesforce instance into exactly what the Vice President was looking for.
- Created daily and weekly reports to demonstrate the development I had worked on towards the Salesforce instance
- Helped train employees on the basics of Salesforce and how it will impact their workflow, going from using a physical paper trail to a more streamlined digital one.
- Was able to aid in basic Information Technology problems, explored the companies benefits in migrating to Microsoft Offices new subscription-based model from their previous one-time purchase license.

Ridgefield Running Company, Ridgefield, CT
June 2021- August 2023
Sales Associate

- Worked with brand representatives and industry experts to know the products and how to bridge interest in one item into potential interest in another complimentary product.
- Supported community outreach programs and helped develop new ways for the store to contribute to the community, such as foster the love of running with the younger generation, and helping local races
- Spearheaded the companies shoe donation drive in collaboration with the MORE foundation which has helped get hundreds of shoes to third world countries..

ACTIVITIES High School Cross Country and Track and Field, 2018-2022
Virginia Tech Club Cross Country and Track and Field 2022-2026
Virginia Tech Sailing Club 2022-2026

HONORS Nike Track Nationals All-American and National Champion in DMR 2021
New Balance Indoor/Outdoor Nationals All American 2022

INTERESTS Distance Running, Cycling, Weight Lifting, Cooking, Cars, Golf, Technology

College Address:
510 Jackson St F
Blacksburg, VA 24060

Gabe Miranda
voragabe@gmail.com
571-839-0599

Permanent Address:
3330 Conquistador Ct
Annandale, VA 22003

EDUCATION **B.S. Real Estate**, Expected graduation: December 2024
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS

Software:	Other Skills:
Excel ESRI	Adaptability Team Player
BlueBeam CoStar	Work Ethic Time management

EXPERIENCE

Host, Hi Lawn, May 2022-July 2022
Washington, DC

- Reviewed work procedures and operational problems, determining ways to improve service
- Responded to an average of 5 customer complaints per night, successfully resolving each issue to maintain a positive experience for 200-300 guests
- Ensured compliance with health and safety regulations within the restaurant

Office Assistant, ManPowerGroup, May 2021-June 2021
Washington, DC

- Provided valuable support to approximately 15 researchers at the Naval Research Lab, aiding them in various tasks
- Consistently executed approximately 5 tasks per day with exceptional efficiency and maintained the highest standards of quality
- Played an integral role in supporting a senior team member, contributing to various research-related tasks and ensuring smooth operations

PROJECT EXPERIENCE

Real Estate Data Analysis Project

- Analyzed 656 property observations, refining data to 464 observations through rigorous cleaning and feature engineering
- Conducted multiple ANOVAs to assess key variables' impact on property prices
- Accurately estimated a property's selling price at \$497,065.57, showcasing data analysis and valuation skills

Real Estate Investment Analysis Project

- Evaluated a property with a \$870,00 asking price, confirming profitability at 7% and 9% cap rates
- Compared property features with 12-unit and 5-unit properties through market research
- Identified conventional financing as the primary property purchase method through statistical analysis

Entrepreneurship Venture Project

- Addressed youth vaping addiction, with 2.5 million U.S. adolescents affected
- Surveyed 147 individuals, revealing 75% vaping rate
- Achieved a \$3.45 per unit production cost with a 190% markup and 65.52% gross margin
- Implemented a dual distribution strategy, combining internet marketing and potential partnerships with major retailers like Target and Walmart to reach 500 stores nationwide

RELEVANT COURSE WORK

Real Estate Data Analysis, Real Estate Law, Applied Real Estate Development, Real Estate Market Analysis, Housing Challenges and Policies, Management Theory and Leadership Practice, Real Estate Studio, Leasing Commercial Properties, Financing Real Estate Projects

Joseph Patrick Mitchell

JPMITCHELL26@VT.EDU

(540) 577-9678

EDUCATION:

Bachelor of Science: Double Major in Property Management and Real Estate
Virginia Tech, Blacksburg, VA
GPA: 3.23/4.0

May 2026

WORK EXPERIENCE:

Supervisor for Virginia Tech Rec Sports January 2023 to present

- During the academic year, provide customer service and assistance to patrons.
- Provide information on facility services, rules, and regulations for the fieldhouse and turf fields.
- Be a first responder with acquired skills from the Red Cross First Aid/CPR/AED training.
- Work with all members of the team to ensure the operation of a safe, clean, and enjoyable facility.

Keyholder December 2023 to present

Alumni Hall Stores, Blacksburg, VA

- Serve as a keyholder with responsibilities for opening and closing store on assigned shifts.
- Reconcile and audit daily receipts of cash and credit cards; and prepare and secure deposit.
- Restock inventory on the sales floor and provide high level of customer service to patrons.

Training and Development Summer Intern May-August 2023

Freeman Webb Company, Nashville, TN

- Full-time summer internship providing support to the training department of a 16,000+ unit portfolio of multi-family residential management organization.
- Develop on-demand training modules using various technologies including PowerPoint and AI voice-over software.
- Assist in preparation for instructor-led training, and update and maintain resources.
- Shadow and assist on-property managers and maintenance staff.
- Complete array of projects to support the Director and other members of the team.

Pro Shop Assistant May-August 2023

Clarksville Country Club, Clarkesville, TN

- Maintained a second weekend job during the summer in the Golf Pro Shop.
- Serve members and guests, answer phones for inquiries and book tee times, manage payment transactions and complete range picking during tournaments and regular play.
- Provide high level customer service and clean golf carts and clubs.

Landscape and Lawn Maintenance seasonally 2017-August 2022

- Provide mowing, yard cleaning, weeding, mulching services, and snow removal for clients in the New River Valley, part-time during the school year, 30-40 hours per week during summer.
- Maintain schedule and communication with clients by phone and text.

HONORS, ACTIVITIES and LEADERSHIP:

- Kappa Alpha Epsilon Eta Chapter at Virginia Tech*
 - Appointed as number four officer on Executive Board.
 - Serve as lead recruitment chair for all events for potential new members including budget management within university and fraternity policies and guidelines.
 - Coordinate brotherhood events for a chapter of over 100 members, delegate responsibilities for tasks and logistics to other committee members.
 - Pledge class President.
- Recipient of Housing and Management Scholarship for spring 2024*
- Recipient of National Apartment Association scholarship to attend summer 2024 Apartmentalize summer conference.*

University Address:
1327 MacArthur Street
Blacksburg, VA 24060

Alexander Moss
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linkedin.com/in/alex-moss/

Home Address:
13914 West Bay Drive
Midlothian, VA 23112

EDUCATION

B.S. Real Estate Finance
B.S. Commercial Development and Investment
Expected graduation: December 2024
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
Current GPA: 3.30

SKILLS

Experienced Software:

Excel	ESRI	MS Office	AppFolio
Bloomberg	CoStar	Bluebeam	Tenant Turner

EXPERIENCE

Junior Analyst, CREDIT, Blacksburg, VA. October 2023 – present

- Contributed to the management of a \$2M student-run portfolio of a middle market commercial bank loan.
- Managed credit analysis through financial forecasting, industry analysis, and data modeling.
- Oversaw portfolio management, reporting, risk management and compliance.

Leasing Agent Intern, RPM Richmond Metro, Richmond, VA. Summer 2023

- Adapted to team efforts in achieving leasing targets and exceeding performance metrics.
- Conducted property tours, showcasing rental units to prospective tenants and effectively highlighting key features.
- Gained an understanding of lease agreements, lease negotiations and tenant relations.

Notary Public, Chesterfield Notary, Richmond, VA. December 2022- Present

- Notarize general notary work including insurance documents, deeds, title transfers and any document requiring notarization.
- Witness and authenticating signatures, administer oaths, verify signatures and take affidavits.

PROJECTS

Fund Performance and Evaluation Project (Fall 2023)

- Successfully analyzed the performance of a portfolio containing four mutual funds using their recent excess returns against a market portfolio.
- Implemented performance evaluation calculations developed in class including the return volatility, Sharpe ratio, CAPM R-squared, and the FF3 model for each fund.

Rockville, MD Multi-Family Land Proposal (Fall 2023)

- Strategized with classmates a proposal for a Multi-Family Development complex on a 17.40-acre site.
- I led the supply and demand analysis, which utilized micro and macro data to illustrate feasibility.

ACTIVITIES

Alpha Sigma Phi Fraternity, Finance Committee, 2022-Present
Finance Club, Member, 2021-Present
Real Estate Club, Member 2022-Present
Virginia Tech Tennis, Indoor Facility Assistant, 2022- Present

INTERESTS

Asset Management, Capital Markets, Commercial Real Estate, Fixed Income

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3324 Yellow Sulphur Road
Blacksburg, VA 24061

Hudson Mueller
Hudsonmueller22@gmail.com
804-661-2034

Permanent Address:
3324 Yellow Sulphur Road
Blacksburg, VA 24061

EDUCATION **B.S. Real Estate and Finance**, Expected graduation: May 2026
Secondary Major: Real Estate for Commercial Properties
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.9/4.0

SKILLS

Software:	Other Skills:
Excel AutoCad	Public
Inventor	Speaking

EXPERIENCE Multi-tasked Employee, Firehouse Subs, Blacksburg, VA. Spring 2023 – present

- Work 15 hours per week to help fund college education.
- Opening and Closing store with diligent cleaning and restocking
- Working with Clients to ensure experience and food is up to high store standards

Server, TGI Fridays, Midlothian, VA. Summer 2023 & Winter 2023

- Handling multiple customer needs, wants, and questions at once
- Engaging and persuading customers to buy certain items
- Diligent cleaning of my section during and after my shift to ensure

Assistant Manager, Douglas Aquatics, Frederick, MD. May 20XX – August 20XX, Summers

- First and foremost, I was a lifeguard constantly scanning the pool for possible drownings or any other emergencies
- Delegated daily tasks to team members to optimize group productivity.
- Collaborated with Homeowners Association Board with concerns or ideas to implement at the pool
- Frequently traveled around Richmond area filling in holes at other pools allowing me to work 40+ hour work weeks

ACTIVITIES

- Alpha Sigma Phi (SEC), Brotherhood Committee Chair, 2023-Present
 - o Over doubled the amount of Brotherhood events in my Fraternity. Personally Coordinating and scheduling each one
- High School Varsity Lacrosse Team, 2019-2021

HONORS

INTERESTS Weight Lifting, cooking, dancing, and reading novels.

College Address:
Cochrane Hall 770 Washington
St Sw, Virginia Tech
Blacksburg, VA 24061

Andrew Murphy

amurphy23@vt.edu
315-515-8010

Permanent Address:
5 Murphy Way
Auburn, NY 13021

EDUCATION **B.S. Real Estate and Building Construction**, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.3/4.0
Earning and financing 20% of college education and expenses

EXPERIENCE **Mason**, Murphy Brothers Contracting, Auburn, NY. Summers 2020-2024

- Work 45 hours per week
- Formed, poured, and finished commercial concrete floors
- Compiled information for estimating possible bids

Screen Printer, The Printery, Auburn Ny. 2018-2020

- Screen Printing, Created Designs
- Summers: 40 hours per week
- As needed throughout school year

Animal Care Provider, Nichols Veterinary Hospital, Skaneateles, NY 2020-2021

- Providing animal care 12 hours per week
- Observed Surgery
- Assisted with animal recovery post-surgery

ACTIVITIES Brother of Theta Chi Eta Lambda Chapter 2023-Present
High School Varsity Soccer 2021-2022
High School Varsity Baseball 2021-2022
DECA Business Club 2022-2023
Philanthropy for the United Service Organizations

HONORS National Honor Society 2021
Scholar Athlete Award, 2021 and 2022
Individual best sportsmanship award in State Championship game 2022

INTERESTS Hunting, Fishing, and Traveling

College Address:
6022 Pritchard Hall, Virginia Tech
Blacksburg, VA 24061

Amy Naprstek
amyn05@vt.edu
973-905-0725

Permanent Address:
24 Briar Ct
Hamburg, NJ 07419

EDUCATION **B.S. Architecture**, Expected graduation: May 2028
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.4/4.0

SKILLS **Software:** **Other Skills:**
Word Revit Drafting

EXPERIENCE **Performer**, Blue Spice, Blacksburg, VA. May 2021 – June 2021

- Worked 8 hours a week
- Provided entertainment on classical and acoustic guitar

ACTIVITIES

- Guitar Club, Virginia Tech 2023-present
- Thrive LLC, Virginia Tech, 2023-present
- Big Brother, Big Sister Program, 2021-2022
- High School Marching band, Varsity Letter and Drum Major for 2023 season, 2019-2023
- High School Concert Band, 2019-2023
- High School Pit Orchestra 2023

HONORS

- Salutatorian 2023
- Marching Band Varsity Letter, 2022-2023
- First Place Trophies at MAMTG on classical guitar 2016-2021

INTERESTS Classical guitar, architecture, reading, baking

College Address:
185 Kent Street, Virginia Tech
Blacksburg, VA 24061

Harrison Neill

[Your email here](#)
551-208-9111

Permanent Address:
25 North Mountain Ave
F

EDUCATION **B.S. Real Estate**, Expected graduation: May 2027
Minor: TBD
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.0/4.0
Earning and financing 25% of college education and expenses

SKILLS **Software:** Excel
Other Skills: Customer sales

EXPERIENCE **Sales caller**, Radiator Store Inc. Lodi, NJ. Summer 2023

- Work 40 hours per week selling various auto parts to retailers around the East Coast
- Increased customer base through referrals for quality work.
- Earned the “Employee of the Week” twice by selling most commission products.

Internship, Silverline USA (Development), Queens, NY. Summers 2020 & 2022

- Mentored by main GC (father) in the development of a 27-unit apartment building in Astoria, Queens.
- Performed manual labor duties and electrical duties on site.
- Assisted in management of properties.
- Worked 25 hours a week

ACTIVITIES Spanish Club, Vice President, 2022X-2023
Young Entrepreneurs Club, Senior Member, 2021-2023
Finance Club, Senior Member, 2021-2023
Chess Club, Vice President, 2022-2023
Cedar Start MLS Next Soccer Elite Soccer Club, Team Captain U17-U19, 2021-2023

HONORS High School Honor Roll, 2020, 2021, & 2023
INTERESTS Soccer, Football, Chess, Poker, Real Estate, Investing, Crypto, Basketball

College Address:
2965 Oak Lane
Blacksburg, VA 24061

Chase Norman

normanc@vt.edu
703-622-5877

Permanent Address:
1531 Victoria Farms Lane
Vienna, VA 22182

EDUCATION **B.S. Major: Building Construction and Commercial Real Estate** expected:
May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.1 / 4.0

SKILLS **Software:**
Excel

EXPERIENCE **Construction Worker, Lee's Home Building**, Bald Head Island, Summers,
2022-2023

- Cleaned up work sites on 16+ residential construction jobs
- Assisted in landscaping and other small hauling jobs
- Monday-Friday morning work, averaged 15 hours per week

Owner, Independently-run Barber Shop, 2021-2023

- Trained on various haircutting techniques
- Advertised services through social media and friend groups
- Averaged 20 haircuts per week, while attending school

Team Leader, Bald Head Island Delivery Service, North Carolina, Summers,
2020-2023

- Promoted to Team Leader in summer of 2022, overseeing seven other employees
- Prior to summer of 2022, worked as driver for deliveries
- Workflow increased around weekends, averaged six hours per day, 30 hours per week

ACTIVITIES Member of Delta Sigma Phi Fraternity

HONORS

INTERESTS

Keara Norton

39 Wedgewood Dr

Ph: 908-448-8101

kmnorton01@gmail.com

EDUCATION

*References available upon request

Virginia Polytechnic Institute and State University

Blacksburg, VA 24061

August 2022 - Present

Ridge High School

268 S Finley Ave, Basking Ridge, NJ, 07920

September 2018 - June 2022

ACTIVITIES

-
- **Delta Gamma** January 2023 - Present
*Delta Rho chapter (Virginia Tech)
 - **Animal Protection Club** September 2020 - June 2022
*Treasurer and President
 - **Liberty Corner Elementary School Aftercare Volunteer** December 2019 - June 2022
 - **Ridge Lacrosse Team** January 2018- June 2022
*Captain 2021-2022
 - **YMCA volunteer** 2023-Present
Somerset Hills YMCA
 - **Animal Shelter Dog Walker** 2023-Present
Montgomery County Animal Shelter (VA)

HONORS

-
- **Seal of Bi-literacy (Italian)**
 - **National Honors Society**
 - **Virginia Tech Honors College**
*Current GPA 3.64

EXPERIENCE

-
- **Campus Manager (sales)** 2023 - Present
University Tees
 - **Hostess** 2021 - Present
Alfie's Restaurant, Warren NJ
 - **Babysitting / Nanny** 2020 - Present
 - **Counselor** 2020 - 2021
Kent place Camp, Kent Place School, Summit NJ

SKILLS

-
- **CPR/AED/First Aid Certification, Red Cross** July 29, 2022
 - **Student Employee Ethics Certification, Ethics Institute at Kent Place School** July 30, 2022
 - **Red Cross Babysitting Certification, Red Cross** May 17, 2022
 - **Leadership**
 - **Communication**
 - **Prblem Solving**
 - **Teamwork**

INTRESTS

-
- **Travel**
 - **Architecture Design**
 - **Running**

College Address:
845 Peppers Ferry Road NW,
Apartment 4
Christiansburg, VA 24073

Charles Aaron Organ
chaaron7@vt.edu
(804) 615-5733

Permanent Address:
2306 Lockwood Road
Richmond, VA 23294

EDUCATION **B.S. Real Estate**, Expected graduation: December 2024
Minor: Smart & Sustainable Cities
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.1/4.0

SKILLS

Software:	Other Skills:
Excel ESRI	SolidWorks Python
CoStar Yardi	

EXPERIENCE **Equipment Installer**, Lumen Technologies, VA. Summers June 2021 – present

- Work 10 hours per week to help fund college education.
- Increased speeds of fiberoptic equipment installation, consistently finishing projects significantly before deadlines

ACTIVITIES

Real Estate Club at Virginia Tech, 2022-present
Filipino American Student Association, 2022-present
Virginia Tech Kendo Club 2022-present
FIRST Robotics, 2009-2021

HONORS FIRST Robotics World's Championship Competitors, 2017-2021

INTERESTS Urban Planning, Japanese Language, Biking, and Cooking.

William C. Owens

35 Yarmouth Lane
Mobile:(484)-886-8749

Downingtown, PA 19335
wowens23@vt.edu

Education & Honors

Virginia Polytechnic Institute and State University - *Deans List (3.83 GPA)*
Bachelor of Science, Building Construction & Real Estate Double Major, Class of 2027
Devon Preparatory School - *1st Honors (3.78 GPA)*
Upper School, Class of 2023

Interests

My goal is to establish a prominent presence in the construction and development industry while becoming an eminent leader. I am passionately drawn to this field, driven by the desire to bring a unique vision to life through innovative strategies and working with others. The opportunity to create remarkable projects and foster stronger, more vibrant communities is what most appeals to me. I am currently seeking an internship for the summer of 2024.

Involvement & Skills

Innovate Living-Learning Community (*present*)
Student Certification
Procore Technologies (2023)
Sustainability for Design, Construction, and Manufacturing
LinkedIn (2023)
Project Management Skills for Leaders
LinkedIn (2023)
Leading with Innovation
LinkedIn (2023)
Artificial Intelligence: How Project Managers Can Leverage AI
LinkedIn (2023)

Activities

Real Estate Club (*present*)
Home Design at Virginia Tech (*present*)
Sustainable Land Development Club (*present*)
Blockchain at Virginia Tech (*present*)
Ridgeline Anglers (*present*)
Building Goodness Foundation at Virginia Tech (*Present*)
Appalachia Service Project at Virginia Tech (*Present*)
Habitat for Humanity (*11th-Present*)

Work Experience

Griffiths Construction Summer 2024 Internship
Virginia Tech Dining Services (*Current*)
Doordash Delivery Driver (*11th-12th*)
Exton Chamber of Commerce Internship (*12th*)
Chester Housing Authority Internship (*11th*)
Worked on tasks including an earned income analysis, electronic communications initiative, and sending out recertification mailing while also learning about the real estate/economic development of the city. (11th)

College Address:
2053 Pritchard, Virginia Tech
Blacksburg, VA 24061

Sean Pandelides

seanpandelides@gmail.com
703-887-0158

Permanent Address:
46396 Esterbrook Circle
Sterling, VA 20165

EDUCATION **B.S. Engineering**, Expected graduation: May 2027
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.41/4.0

SKILLS

Software:		Other Skills:	
Excel	MATLAB	Presenting	Research
	Java	Visual Basic	

EXPERIENCE **Golf Operations**, Trump National Golf Course, Sterling, VA. July 2022 – August 2023

- Provided exceptional customer service to all club members and guests.
- Delivered golf carts that are clean, safe, and properly maintained.
- Communicated information to club members in a clear, pleasant and professional manner.

The Golf Club at Lansdowne, Player and Golf Assistant, Lansdowne, VA.
Summers 2021 & 2022

- Provided superior service to golf members and their guests.
- Kept the golf range tidy and ready to use.

Youth Referee, Loudoun Soccer, Loudoun County, VA. April 2021 – October 2021, Summers

- Refereed youth children and taught them the rules of soccer.
- Ensured they played in a safe and controlled environment.

ACTIVITIES

Loudoun Soccer Club 2015-2022
Math Tutor, 2022-2023
Varsity Soccer, High School, 2021-2023
Reading Buddies, 2022-2023
Cyber Security Club, 2021-2023
Varsity Golf, 2022-2023
TopSoccer Counselor, 2021-2022

HONORS

Deans List, 2024
AP Scholar, 2023
All A's Honor Roll, 2019-2023
National Honors Society, 2022-2023
Mu Alpha Theta (Math Honors Society)
Sociedad Honoraria Hispanica (Spanish Honors Society)
Excellence in Education – awarded to top 5% of Loudoun county students

INTERESTS Soccer, Real Estate, Golf, Basketball, Football, Math, Design

College Address:
5053 Pritchard Hall, Virginia Tech
Blacksburg, VA 24061

Thomas Payette

thomasp0@vt.edu
540-360-8815

Permanent Address:
7111 Riverside Dr.
Rapidan, VA 22733

EDUCATION **B.S. Real Estate**, Expected graduation: December 2026
Minor: Professional Sales
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0

SKILLS

Skills	Advertising I have used
Ad Creation	Facebook Ads
Website	Snapchat Ads
Building	Instagram Ads
Sourcing Suppliers	Tik Tok Ads
Payment processors	

EXPERIENCE **Self Employed**, 12 Drop shipping Websites, Orange County, VA. (May 2020 – 2022)

- Worked 20 - 30 hours per week, decreased to 15 hours per week after 1 year.
- Find a product - Building a Website - Creating an Ad - Marketing it - Collecting payments - Fulfilling Orders - Customer Service
- Taught me Problem Solving, Perseverance, Marketing, Why People Buy, and Branding.

Self-employed, Pressure Washing Business, Orange County, VA. (May 2022 - Present)

- 15
- Solicited business through door knocking and Facebook ads.
- Taught me sales, Building Business Relationships, Local Marketing.

Server/ Busser, The Cove at Lake Anna, Mineral, VA. (Summers 2021 and 2023)

- 20 - 40+ Per week
- Taught me Customer Service, Long Hours, and Handling Multiple Tasks at once.

Landscaping and Event management, Rounton Farm, Orange, VA, (July 2017-August 2023) (Year Round)

- 6 - 20 Hours Per Week
- Mowing, Weed eating, Other landscaping
- Working and helping manage Weddings and other events
- Taught me landscaping and physical labor.

ACTIVITIES

Emmanuel Episcopal Church, Vestry Member - 2023
Student Leadership Council, Orange County High School 2022-2023
Senior Class Secretary, Orange County High School 2022 - 2023
4 years Varsity Lacrosse starter, 3 years as a Captain
High School Football Team, Freshman - Junior
High School Golf Team, Senior

HONORS

Orange County High School Class Rank 11 out of 345
3 Years as Varsity Lacrosse Captain

INTERESTS

Starting Business, Real Estate Investing, Sales, Stocks, Volunteering at my Church, Golf, and Working Out.

Charlie Pierce

College Address:

200 Kent St., Virginia Tech
Blacksburg, VA 24061

charliep1@vt.edu
804-381-7313

Permanent Address:

4215 Brook Rd.
Richmond, Va 23227

EDUCATION

B.S. Real Estate, Expected graduation: May 2026

Minor: Housing & Society

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.9/4.0

SKILLS**Software:**

Excel PowerPoint
Word
FL Studio

Other Skills:

Spanish
(Beginner)

EXPERIENCE

Food & Beverage Employee, Virginia Tech Dining Services, Blacksburg, VA. Fall 2023 – present

- Worked 10 hours per week to help fund college education
- Washing dishes from dish conveyor during busy rushes at all-you-can-eat dining hall

Food & Beverage Associate, Kings Dominion, Doswell, VA. Jan. - Aug. 2023

- Learned and employed valuable food preparation and handling skills
- Developed skills in handling rushes and maintaining efficiency during busy hours

Cart & Range Staff, The First Tee at Belmont, Richmond, VA. May - Aug. 2021

- Gained experience in manual labor in temperatures of 90+ degrees
- Operated machinery such as golf carts and golf ball pickers

Brand Associate, Old Navy, Richmond, VA. Feb. - Aug. 2023

- First teacher of how to provide good customer service
- Attained knowledge in what must be done to maintain a functional establishment

ACTIVITIES

Virginia Tech MMA Club - Sep. 2023 - Present

Blacksburg Boxing and Fitness Member - Jan. 2024 - Present

First Robotics Team Member - Sept. 2018 - Mar. 2020

HONORS

VT Deans List - 3.979 GPA

Outstanding Participation in Music Technology III, May 2022

- Produced, recorded, mixed, mastered & engineered 16-track multi-genre album

INTERESTS

Music Production, Boxing, Weightlifting, Real Estate Trends, MMA

College Address:
185 Kent Street Creativity and
Innovation District, Virginia Tech
Blacksburg, VA 24061

Marie Toussaint Pittman

mariep05@vt.edu
(207) 440-0273

Permanent Address:
30 Taywood Road,
Auburn, ME 04210

EDUCATION **B.S. Commercial Real Estate**, Expected graduation: May 2026
Minor: Property Management
Virginia Polytechnic Institute & State University, Blacksburg, VA
GPA: 4.0

EXPERIENCE **Intern**, Lucro Management Lewiston, ME May 2023 - August 2023

- Provided administrative support for a Maine-based full-service hotel and property management company with a diverse customer portfolio.
- Developed sales and market forecast templates for managers.
- Conducted comprehensive market research to identify potential customer segments.
- Assisted in bank reconciliations and invoice management.

Rental Assistant, Lewiston Auburn Apartments Inc Auburn, ME, September 2021 - present

- Assist with administrative tasks and tend to tenant requests for a portfolio of 200 family-owned and managed apartments.
- Conduct apartment tours, handle lockouts, manage maintenance requests, and respond to tenant inquiries.
- Coordinate apartment cleaning services and maintain mailbox labeling.
- Handle data entry tasks using Propertyware software for accurate information retrieval.

Server, Bath Brewing Company Bath, ME, May 2023 – August 2023

- Provided recommendations to enhance restaurant operations, optimizing efficiency and customer satisfaction.
- Worked with the management team to create easy-to-follow server training guidelines, keeping service quality consistent.
- Trained and supported new servers, helping build a tight-knit and skilled team.

ACTIVITIES **Innovate Virginia Tech Entrepreneurship Living Learning Community**, August 2023 – Present

- Involved in community activities and experiences focused on innovation and entrepreneurship.

Virginia Tech Undergraduate Mentoring Program, August 2023 – Present

- Engaged in activities to further develop academically, personally, and professionally.

Joining Generations at The YMCA of Virginia Tech, October 2023 – Present

- Program leader for the community-focused non-profit organization, Joining Generations.

College Address:
610 Washington St SW,
Virginia Tech
Blacksburg, VA 24060

Breonna Pitts

pittsbre@vt.edu
304-283-0577

Permanent Address:
166 Henley Way, Apt 302
Falling Waters, WV 25419

EDUCATION **B.S. Architecture**, Expected graduation: May 2027
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.5/4.0

SKILLS **Software:** Excel Rhino 7
Adobe Microsoft
Photoshop PowerPoint
AutoCAD Word

Other Skills: NOCTI OSHA-10
(carpentry completion)

EXPERIENCE **Front Desk Assistant**, Virginia Tech School of Architecture, Blacksburg, VA.
August 2023 – Present

- Assist students, faculty, and visitors with questions about the architecture program.
- Quickly and efficiently capture and compile data to assist leadership in decision making.
- Work 10 hours/week between classes.

Server's Assistant/Busser, BJ's Restaurant and Brewhouse, Hagerstown, MD.
September 2022 – August 2023

- Earned the "Employee of the Month" distinction twice.
- Trained 5 service assistants over year-long work duration.
- Worked 40+ hours/week (Weekends: 11-12 hours).
- Managed heavy loads (50lbs+), minimum 10,000 steps per shift.
- Significantly increased number of customers served per day through efficient work.

Weekend Staff, Berkeley County Parks and Rec Center, Martinsburg, WV.
September 2019 – February 2022

- Reported to work 100% of the time, early/on time, zero no-shows within 4-year working period.
- Supervised all age parties ranging from 5-30+ people in quantity.

ACTIVITIES Building Women in Construction (BWIC), Member, 2023-Present
National Organization for Minority Architecture Students (NOMAS), Member, 2023-Present
Student African American Sisterhood, Member, 2023-Present
Building Goodness Foundation, Member/Volunteer, 2023-Present
Simulated Workplace Leadership, James Rumsey Technical Institute, Carpentry Class Representative, 2021-2022
Student Government, Spring Mills High School, President, 2018, Member 2019-2022
High School Varsity Cheer and Track and Field, 2018-2021

HONORS VT Honors College, 2023-Present
National Technical Honor Society, 2020-2022
Marshall University Governor's School of the Arts, 2020

INTERESTS Carpentry, Hiking/Walking trails, Painting/Sculpting, Cooking, Reading, Gaming

College Address:
1222 Gustafson Ave,
Virginia Tech
Blacksburg, VA 24060

Erin J. Preblich

ejpreblich@gmail.com
(973) 464-2028

Permanent Address:
64 Adams Place
Glen Ridge, NJ 07028

OBJECTIVE Seeking a property management or residential design internship for summer 2024, with preferred location in the greater New York area, but open to all possibilities

EDUCATION **Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA May 2026**

Bachelor of Science: Apparel, Housing, and Resource Management

Double Major: **Residential Environments and Design / Property Management**,

GPA: 3.7/4.0

Dean's List, Virginia Tech, 2022

Property Management Scholarship Recipient 2023

RELATED COURSES

- Principles of Real Estate
- Residential Design
- Business Statistics Analytics & Modeling

FUTURE COURSES
(Spring 2024)

- Marketing and Leasing Residential Properties
- Property Management Operations
- Housing and the Consumer

EXPERIENCE **Social Media Assistant**, The Pickleball Clinic, Montclair, NJ.

Winter 2022 – Present

- Helped in increasing the company's Facebook group members from 20,000 to over 100,000
- Create videos to post on Instagram and TikTok
- Create Canva graphics, designed and produced new company logo

Assistant Tennis/Pickleball Coach, First Serve Tennis, Montclair, NJ.

Fall 2021 – Fall 2022, Seasonal

- Summers: coach children's tennis and pickleball clinics 10-20 hours per week; school year: coached 5-10 hours per week
- Increased range of new players through appealing to a younger audience and worked with parents on specific needs of their children
- Worked with kids ranging from ages 4 – 13

Intern, Beacon Planning and Consulting Services, LLC, Colts Neck, NJ.

June 2021 – August 2021

- Acquired knowledge of planning and consulting by attending onsite construction meetings
- Assisted in the preparation of construction loan draw application reports and municipal ordinance filing
- Photographed properties using aerial drone and handheld camera

ACTIVITIES **Sigma Kappa** (Fall 2023 – present)

Virginia Tech Pickleball Club

- Social Media Coordinator (Spring 2023 – present)
- Tournament Team Member (Fall 2022 – present)

Association of Property Management Club (Fall 2023 – present)

Intramural Volleyball (Spring 2023)

SKILLS

Time-management | Communication | Multi-tasking | Aerial Drone Photography | Canva

College Address:
503 Dehart St. Blacksburg, VA
24060

Will Pritham
wgpritham@vt.edu
(804) 386-9806

Permanent Address:
2018 Williamstowne Dr.
North Chesterfield, VA
23235

EDUCATION **Bachelor of Science, Building Construction**, Expected May 2026
Virginia Tech, Blacksburg VA
GPA: 3.86

Advanced Classical Diploma, **Summa Cum Laude**, 2022
Veritas School, Richmond VA
GPA: 5.0 (weighted)

SKILLS

Software:

Excel Procore
Bluebeam Revit

Other Skills:

Heavy Machine Osha Certified
Operation

EXPERIENCE

Project Engineer Intern Brinkmann Constructors, summer 2023. (Richmond, VA)

- I worked full-time on the site of a very large, fifteen building senior living facility as a project engineer intern
- I was integrated into meetings with the project team, as well as owners and architects
- I had a large role in quality control, performing electrical quality checks, as well as fire safety and sheer wall inspections, not to mention many other inspection checks throughout the summer
- I also participated in a mock bid in St. Louis and presented a bid structure to executives of the company

Summer Construction Intern and Laborer Kjellstrom & Lee, Summer 2022. (Richmond, VA)

- Worked on-site, performing a variety of tasks, assisting with multiple different trades (floor layout and setting door frames, determining footing heights, demolition and project safety)
- I also worked with K&L on the University of Richmond law school project over the 2022-2023 winter break while I was home.
- Learned about building renovation and new building construction. Directly involved in both while employed
- Worked 40-50 hours per week
- Came to better understand what superintendents and project managers do every day, including how they interact with others in the industry

Groundman and Equipment Operator Grade A Cuts Tree Service, Fall 2019-Fall 2021 (Richmond, VA)

- Learned job coordination and team development
- Integrated skills involving client relationships and relationships with subcontractors
- Became efficient when safely handling large equipment such as front loaders, wood-chippers and large commercial vehicles/trailers

Cashier and Loader Cross Creek Nursery, Fall 2018-Fall 2019 (Richmond, VA)

- Developed relationships with contractors and commercial landscaping companies to meet their needs in a cost-effective manner
- Assisted in inventory and material managing

Student Government and Peer Mentoring Veritas School, Fall 2020-Spring 2022

- Displayed leadership qualities and initiative among peers and younger students
- Helped to organize events and activities for community building within my high school

**INTERESTS/
ACTIVITIES**

Campus Christian ministries, musical arrangement and composition, hiking and backpacking, woodworking, car and heavy diesel mechanics.

College Address:
1630 Patrick Henry Dr Apt 152,
Virginia
Blacksburg, VA 24060

Josh Provencher
joshp22@vt.edu
(757)-818-3373

Permanent Address:
565 Susan Constant Dr,
Virginia Beach, VA 23451

EDUCATION **High School Diploma:** Frank W. Cox High School Graduated: June 2022
Current Major: Building Construction
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
In Major GPA: 3.60/4.0
Current Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.65/4.0

SKILLS **Software:** **Other Skills:**
Google i.O.S. Dry Wall Bicycle Work
Drive

EXPERIENCE **Busser**, The Porch on Long Creek, Virginia Beach, VA. Summer 2021

- Work 3-4 shifts per week to help fund college education.
- Learned the working of a restaurant business.
- Earned increased respect from colleagues by showing up and working hard.

Busser/Food Runner, Aldos Ristorante, Virginia Beach, VA. Summers 2022 & 2023

- Worked multiple shifts per week at a fine dining establishment.
- Fast paced intense work over 7 hour shifts multiple times per week.
- Learned the importance of customer service and the workings of a restaurant business.

Surf Instructor, Noth End Surf Club, Virginia Beach, VA. May 2020 – August 2020, Summers Only

- Employed excellent customer service and taught new surfers how to surf.
- Created a business model for a babysitting beach day that attracted customers.
- Summers: worked 20+ hours per week.

ACTIVITIES Phi Delta Theta Fraternity Member 2022-present
VT Cycling Club Member 2023- present
Greeks Giving Back Volunteer 2022 -present
VT Fly Fishing Club member 2022 -present
High School Lacrosse, Wrestling, Diving Team Members 2019-2022
High School National Honors Society Member 2020-2022

HONORS Virginia 5A State 3rd Place Diving Champion, 2022
4.0 GPA Award Frank W. Cox High School, 2022

INTERESTS Surfing, fishing, mountain biking, skiing, volunteering, and construction.

College Address:
408 Hunt Club Rd, 12311
Blacksburg, VA 24061

Jack Reilly
jackpatreilly@gmail.com
704-242-4716

Permanent Address:
2231 Legacy Oak Dr
Charlotte, NC 28173

EDUCATION **Major: Business Marketing**, Fall 2020 - Spring 2022
UNC Pembroke, Pembroke, NC
Earned and financed 100% of college education and expenses.

Major: Residential Development and Investment in Real Estate
Minor: Entrepreneurship,
Virginia Polytechnic Institute & State University, Blacksburg, VA
Earning and financing 50% of college education and expenses
Graduation: May 2025

SKILLS **Software:**
Excel Access Ableton Audacity
Word PowerPoint FI Studio Blue Beam

EXPERIENCE **Cold Stone Creamery Shift Lead**, Charlotte, NC. Fall 2019 – Winter 2021

- Supervised and coordinated a team of employees.
- Entrusted with handling and reconciling income at the end of each shift.
- Promoted three times for outstanding performance and exceptional growth.
- Delivered exceptional customer service and garnered commendable feedback from clients.

Dweck Properties Intern, Washington, D.C May 2023 – August 2023

- Gained valuable insights and conducted in-depth research on commercial real estate development in Arlington, VA.
- Proficiently negotiated and sold leases.
- Earned commendation for professionalism from both staff and residents.
- Demonstrated adaptability and a proactive approach by acquiring proficiency in handling complex software.

ACTIVITIES High School Men’s Choir Vice President, 2019-2020.
Member of the Real Estate club at Virginia Tech, 2022.
Released and marketed self-made album “Can I Sing?”, 2022.

HONORS A Bassist in Union County Public Schools all County Choir.
Achieved playlist placements on Spotify official playlists.
Achieved Deans List at UNC Pembroke.
Selected both semesters my senior year for academic recognition program.

INTERESTS Music Production, Writing, Running, Hiking, Singing.

Haylee Resnick

College Address:

180 Kent Street, Virginia Tech
Blacksburg, VA 24061

hayleer@vt.edu
609-955-0114

Permanent Address:

32 Washington Drive
Cranbury, NJ 08512

EDUCATION

B.S. Real Estate Finance, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.5
Earning and financing 50% of college education and expenses

SKILLS**Software:**

Excel Micros
Heartland
food system

Other Skills:

Communicati
on

EXPERIENCE

Hostess, Carlucci's Italian Grill, West Windsor, NJ. August 2021 – present

- Worked 12 hours a week.
- Answered phone, did payroll, packed up takeout meals, escorted customer to their tables.

Server, Carlucci's Italians Grill, West Windsor, NJ. Summer 2022 and 2023, Summers

- Served food to customers during summers working approximately 10 hours a week serving.
- Able to get food out to customers in a timely and orderly manner while having several tables spread out throughout the restaurant.

ACTIVITIES

Gesher Le Keshet, Jewish peer mentorship program, 2021-2023
Jewish Community Youth Foundation, 2019-2023
Project Hawaii, community service, 2022
Pi Beta Phi, Virginia Tech Greek life January 2024- present
High School Symphonic Band, 20XX-20XX

INTERESTS

Philanthropy, community service, hospitality and tourism, real estate, travel.

College Address:
720 Washington Street, Virginia
Tech
Blacksburg, VA 24061

John Connor Riley

School Email: john23@vt.edu
Personal Email: Riley.connor415@gmail.com
Cell Phone: (804)-516-1791

Permanent Address:
3237 Queens Grant Drive,
Midlothian, VA 23113

EDUCATION **B.S. Commercial Real Estate**, Expected graduation: May 2027

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.9 weighted (high school)

SKILLS

Persistent
Communication
Adaptability
Resilience

EXPERIENCE **Waiter**, Belle Greek Authentic Cuisine, Midlothian, VA. September 2022 to present

- Provided exceptional customer service and earned an average of \$100 per shift in tips alone.
- Managed the cash register during each shift to ensure we have the correct amount of money.

Insulator, Old Dominion Insulation Company, Richmond, VA. May 2022 - August 2022

- I managed to be in my best physical shape due to the high temperatures and confined spaces.
- Adapted to demand for the job relatively fast compare to the others I worked with.

Employee, Virginia Construction Rentals, Richmond, VA. May 2021 - August 2021

- Communicated well with my senior manager to be informed with the task I needed to complete for the day
- Worked 40+ hours each week

ACTIVITIES

High School Varsity Soccer Captain (Spring 2023)
Football Club of Richmond Junior Board Member (2021 - 2023)
Community Service Chair of the Phi Gamma Delta fraternity (2023 - present)
Football Run for the Jimmy V Foundation (through fraternity)

HONORS

Dean's List (9-12)
Honor Roll (9-12)

INTERESTS

All things sports related, staying physically active, hiking, camping, fishing

College Address:
907A Progress St.
Blacksburg, VA 24060

Jake Rinaldi

jaker03@vt.edu
(757) 920-3844

Permanent Address:
10022 Sycamore Lndg. Rd.
Williamsburg, VA 23188

OBJECTIVE With my prior work experience and relevant coursework since arriving to Virginia Tech, I have become invested in and passionate about the real estate industry. I seek internship opportunities in real estate with particular interest in project management, land acquisition, and land development.

EDUCATION **B.S. Commercial Development and Investment**
B.A. Smart and Sustainable Cities
Expected graduation: May 2025
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA 3.35 (Overall); 3.83 (In Major)

SKILLS **Software:**
Excel PowerPoint
Word LibreOffice

EXPERIENCE **Site Development** LaRs Group, Williamsburg, VA. Summer/Winter 2022 – 2023

- Installed various types of pipes for developments including Urbana at Hioaks (Richmond, VA) and VIMS New Research Facility (Gloucester, VA)
- Ensured over 500 yards of water, sewer, and storm-drain pipes were laid according to specifications for proper flow
- Created strong relationships with coworkers contributing to everyday productivity and efficiency in the work place
- Gained practical insights into the processes of site development including clearing, erosion control, excavation, grading, and utility installation
- Adapted to changing working conditions maintaining an efficient work pace

General Labor Bush Construction Corp., Mathews Co., VA Summers 2017 – 2020

- Aided in the construction of various projects ranging from a YMCA family center to single family homes
- Performed tasks to upkeep properties as necessary or requested by supervisors such as landscaping, materials management and minor repairs
- Arrived to work on time daily despite a ~1 hour commute

ACTIVITIES Real Estate Club, 2023
Key Club President, 2020

HONORS Dean's List, Spring 2022/Fall 2023
High Honors (above 4.1 GPA) sophomore to Senior year of high school

RELEVANT COURSES REAL 3024: Applied Real Estate Development
REAL 3034: Real Estate Market Analysis
UAP 2004: Principles of Real Estate
REAL 3044: Financing Real Estate Projects
PM 4684: Leasing Commercial Properties

College Address:
247 Vawter Hall, Virginia Tech
Blacksburg, VA 24061

Thomas Rockecharlie

Email: trockecharlie4@vt.edu
Cell: 804-625-2029

Permanent Address:
15661 Mosaic Creek Blvd
Richmond, VA 23238

- EDUCATION** **B.S. Building Construction**, Expected graduation: May 2027
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
In Major GPA: 4.0 | Overall GPA: 3.7
- SKILLS** **Skills:**
CAD AutoCAD
MATLAB Arduino
- EXPERIENCE** **Intern**, SRP Consulting Mechanical & Electrical Engineers, Glen Allen, VA. Summer 2022
- Visited commercial job sites across Virginia in Albemarle, Louisa, Henrico, and Richmond City County.
 - Transferred paper drawings onto CAD for HVAC of a Dominion Energy Building
 - Examined HVAC for buildings including the Bon Air Juvenile Correctional Facility, UniFirst Uniforms, and several public schools across multiple counties.
- Student Teaching Intern**, Glen Allen Elementary School, Glen Allen, VA. Spring 2022
- Assisted teacher with assignments for kindergarten class.
 - Helped students with their vocabulary, writing, and reading skills through a station activity.
 - Created lessons for the students to help better understand and spell their vocabulary words.
- ACTIVITIES** Volunteer at Coalpit Learning Center, Glen Allen, VA. June 2018 – Present
- Assist with activities and stations for preschool for children of low-income families.
 - Teach students how to read and write, played games with them, and helped with projects around the building.
- Volunteer at Saint Michael Catholic Church, Glen Allen, VA. May 2021 – August 2023
- Served as a Youth Group Leader and mentored teens in their faith through testimonies and small groups.
 - Assisted in creation of several fundraising programs that raised over \$60,000 for programs and outreach.
 - Served on Parish Council as Youth Representative and facilitated information and updates regarding youth activities.
- Catholic Campus Ministry, 2023 – Present
Building Women in Construction, 2023 – Present
Building Goodness Foundation, 2023 – Present
Appalachia Service Project, 2023 – Present
American Society of Civil Engineers, 2023 - Present
- HONORS** ASHRAE Richmond Scholarship, 2023
St. Michael Knights of Columbus Scholarship, 2023
Henrico Education Foundation Scholarship, 2023
Glen Allen High School PTSA Scholarship, 2023
- INTERESTS** Community Service, LEGO, Sports, Head Injuries and CTE in Athletics, Travelling, Outdoor Activities, Music, Reading.

College Address
770 Washington St SW
Blacksburg, VA 24061

Madeline Rudd
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804-955-7190

Permanent Address
1505 Brook Hill Ln
Charlottesville, VA 22901

EDUCATION: B.S. Real Estate Finance, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.4/4.0

SKILLS: Yardi, Excel, PowerPoints

EXPERIENCE: Summer Leasing Intern, Cathcart Group, Charlottesville, VA. Summer 2021-Present

- Worked 24 hrs. a week for 8 weeks.
- Worked answering phones, touring prospects and tech work (Excel & CRM)
- Worked at two properties in two very different areas.
- Planned summer pool party event.
- Social Media work for properties

ACTIVITIES:

- Dancer (2008-2023)
- High School Track and Field 2019-2020
- Champions Together Club Secretary 2022-2023
- Medford Basketball Helper 2022-2023
- Volunteer at Chesterfield Food Bank 2023

AWARDS/HONORS:

- National Honors Society 2022-2023
- National Science Honors Society 2022-2023
- Mu Alpha Theta (Math National Honors Society) 2022-2023
- National English Honors Society 2022-2023
- Unified PE Award 2023
- RISE UP Award 2022 & 2023
- Leadership Award 2022
- Ruritan Club Award 2016

INTERESTS:

- Helping special education students, in high school I helped with unified PE and special education basketball.
- Volunteering at the Chesterfield Food Bank (Journey Christian Church)
- Joining Best Buddies at Virginia Tech
- Do some kind of job in Real Estate, ex: developer, realtor or real estate attorney.

College Address:
115 Upper Quad Hall North,
Virginia Tech
Blacksburg, VA 24061

Camille Sai

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813 393 0627

Permanent Address:
3218 W Horatio St
Tampa, FL 33609

EDUCATION	B.S. Building Construction , Expected graduation: May 2027 Minor: Real Estate Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA GPA: 4.0/4.0	
SKILLS	Software: Excel	Other Skills: Communication
EXPERIENCE	Soleil Design Build , construction intern/shadow, Tampa, FL. December 2022- May 2023 <ul style="list-style-type: none">• Worked as an intern assisting the company's principals (General Contractor and Architect)• Attended and took essential notes at meetings with top clients Palmas Clinic , Palm River, FL, May 2020- August 2020 <ul style="list-style-type: none">• Volunteered in a medical clinic doing patient scheduling, office supply stocking, and paperwork organizing during COVID Server , Little Leon, Tampa, FL. June 2021 – December 2022 <ul style="list-style-type: none">• Worked cohesively with team members to provide quality care for customers. Worked towards keeping a clean and friendly environment.• Participated in catering events and company meetings.• Summers: worked 30+ hours/week; school year: worked 8 hours/week.	
ACTIVITIES	Building Goodness Foundation, Secretary, 2023-present <ul style="list-style-type: none">• Reach out to local organizations to collaborate with them for service construction projects• Manage social media platforms and reach out to potential club members throughout campus Building Women in Construction, 2023-present <ul style="list-style-type: none">• Engage with local Construction Industry Leaders• Strengthen my networking skills by conversing with other women in construction/ construction related fields High School Varsity Soccer, Captain, 2019-2023 <ul style="list-style-type: none">• Led my team to win a district championship• Collaborated effectively with others in order to build strong connections while also being a mentor International Baccalaureate (IB) Ambassadors, President, 2020-2023 <ul style="list-style-type: none">• Represented the IB program at Robinson High School• Worked in recruiting new students, enhancing campus diversity, and enforcing the traits of an IB student	
HONORS	National African American Recognition (College Board), 2022 International Baccalaureate Diploma, 2023	
INTERESTS	Project Management, Real Estate/ Real Estate Development,	

Renzo A. Sanio

rsanio@vt.edu • (703) 707-8609 • linkedin.com/in/renzo-sanio

EDUCATION

Bachelor of Science in Engineering, Virginia Tech **Expected Spring 2025**
Double Major: Commercial *Real Estate Development & Building Construction*
Minor: *Leadership and Service*
GPA: 3.2

EXPERIENCE

Army ROTC **August 2021 - Present**

Platoon Leader

- Leads 40 cadets, conducts morning workouts three times a week, and instructs fundamental soldier skills.
- Ranked in the top 15th percentile nationally out of ~6,000 cadets at Advanced Camp, a 35-day leadership evaluation.
- Completed 20 credit hours in military science, focusing on team and organizational leadership.

Virginia Tech Corps of Cadets

Cadet Officer

August 2023 - Present

- Promoted 5 times, each time gaining increased duties and responsibilities.
- Commandant's Excellence Award: 2020, 2021, 2022

Cadet

August 2020 - May 2023

- Proven skills in attention-to-detail and organization through daily room and uniform inspections.
- Practiced communication skills, honed through daily public speaking exercises throughout new-cadet training.

Virginia Army National Guard

July 2021 - July 2022

Soldier

- Led a company of ~300 soldiers as the Student First Sergeant.
- Selected from ~2,000 soldiers to be the Soldier of the Month.
- Distinguished Honor Graduate of Advanced Individual Training, selected from class of 30 soldiers.
- Completed Army Basic Training, earning the position of Barracks Manager where I gained extensive practice in fostering collaboration and conflict management.

ACTIVITIES

Mulroy Real Estate Challenge 2023 *Lead Developer*

- Selected by Virginia Tech Real Estate Department to represent Virginia Tech at a national real estate competition.
- Primary team role: building information modeling, financial modeling, sustainability, and risk management.

Real Estate Club *Member*

- Participates in bi-monthly meetings to gain knowledge from industry experts and enhance understanding of the real estate industry.

SKILLS

- Excel, Revit, Microsoft Project
- Financial modeling & financial statement analysis
- Financial accounting & construction economics
- Construction cost estimating & project scheduling
- Bi-lingual in English & Spanish

College Address:
241 Pheasant Run Drive
Blacksburg, VA 24060

Thomas Santora
Tsantora@vt.edu
202-617-7757

EDUCATION **B.S. Real Estate**, Expected graduation: May 2024
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.0/4.0

SKILLS **Software:**
Python Excel

EXPERIENCE **Bartender**, Top of the Stairs, Blacksburg, VA. Fall 2021 – Present.

- Work 35 hours per week to pay for school expenses.
- Handles multiple tasks at once in a high stress environment and contributed to breaking the company sales record in 2022.
- Currently holds the title of youngest bartender in TOTS history.

Barback/Head of Security, Top of the Stairs, Blacksburg, VA. Fall 201 –Fall 2021

- Worked 60 hours per week while attending school full time to earn money for tuition and school expenses.
- Restocked the bar throughout the night while simultaneously monitoring both employees and patrons.
- Dealt with numerous high stress situations through the night while leading others to an appropriate course of action.

Busser, Uncle Julio's, Bethesda, MD. June 2018 – November 2018,

- Arrived early to every shift to help open the restaurant.
- Worked independently to complete expected tasks during the shift.
- Overcame a language barrier between myself and other employees.

Current Address:

Matthew J. Saputo

Permanent Address: Vawter

Hall
180 Kent Street
Blacksburg, VA 24061

matthews23@vt.edu
984-289-9998

111 Ansley Walk Lane
Cary, NC 27518

CAREER OBJECTIVE

I am a student working towards a major in Building Construction and a minor in Real Estate at Virginia Tech. Seeking a summer internship in the field of construction where I can apply my knowledge and skills learned from the classroom and labs.

EDUCATION

B.S. in Building Construction with a Real Estate minor expected May 2027

Virginia Tech, Blacksburg, VA - GPA: N/A (First semester freshman)

High School

Thales Academy – GPA: 3.90, WPGA: 4.46

Wake Technical Community College: College & Career Promise (Dual Enrollment) - GPA: 4.0

Craven Community College: College & Career Promise (Dual Enrollment) - GPA: 4.0

CONSTRUCTION-RELATED EXPERIENCE

- Habitat for Humanity, Summer of Service Volunteer (Summer 2023):
- Job Shadow at Clark Construction (Washington, D.C. Metro area) (July 2022)
- Building Construction Summer Program at Auburn University (June 2022)
- Job shadow with the owner of Montague Development (March 2022)
- Job Shadow with New Homes Construction (Summer 2021 - Spring 2022)

LEADERSHIP EXPERIENCE

- Key Club President, 12th grade (2022-2023), Secretary, 10th & 11th grade (2020-2022)
- Abilities Tennis - Assistant Coach (2022 – 2023) & Instructor (2019 – 2023)
- Varsity Tennis Team Co-Captain (2022)
- Ambassador for Note in the Pocket (2021 – 2023)
- Counselor at Camp Sunset & Sunset Tennis Camp (Summer 2021) (job)
- General Shelton Leadership Challenge (attended - Summer 2019, & via zoom Summer 2020)

AWARDS

- Dean's List Honor Roll
- Western Wake Tennis Association's "Volunteer Community Spotlight" award recipient for my work with athletes with intellectual disabilities.
- Varsity Tennis Letters

SKILLS

- Leadership experience
- Work well with others
- Time Management
- Critical Thinking
- Active listening
- Problem solving
- Teaching
- Caregiver to my mom
- Microsoft Office Suite

EXTRACURRICULARS

- Key Club, 2019 – 2023: President, 12th grade (2022-2023), Secretary, 10th & 11th grade (2020-2022)
- Varsity Tennis Team, 2018 - 2022: Co-Captain, (2022)
- National English Honor Society: 2020 - 2023
- Model UN: 2021 - 2023
- Fellow Christian Athletes: 2021 - 2023

VOLUNTEER

Every year in high school, I earned 70+ hours through Key Club events and another 90+ hours on my own time.

- Habitat for Humanity, Summer of Service Volunteer (Summer 2023)
- Abilities Tennis - Assistant Coach (2022 - 2023) & Instructor (2019 – 2023)
- Note in the Pocket, Ambassador (2021 - 2023) & Volunteer (2019 - 2023)
- B.R.A.K.E.S. (2020 – 2023)

College Address:
300 Drillfield Dr, Virginia Tech
Blacksburg, VA 24061

James Schooley
james04@vt.edu
(540) 230-6592

Permanent Address:
397 McClures Mill Rd,
Greenville VA, 24440

EDUCATION **B.S. Building Construction and Real Estate**, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.8/4.0
Earning and financing 50% of college education and expenses

SKILLS

Software:	Other Skills:
Excel PDF Annotator	Leadership Customer Service
	Plumbing Teamwork and Skills Collaboration

EXPERIENCE **Laborer**, South River Irrigation, Staunton, VA. Spring 2020 – Summer 2023

- Work 50 hours per week to assist crew of irrigation installers.
- Served as a representation of the company by interacting with both potential and active clients.
- Successfully held position for four straight summers.

ACTIVITIES

Eagle Scout of Boy Scout Troop 13
High School Varsity Football Team, 2019-2022
High School Varsity Soccer Team, 2021-2023
High School Varsity Golf Team, 2022

HONORS

National Honor Society Member, 2021-2023
Academic Achievers Award Winner, 2023

INTERESTS Hiking, Watching Movies, Reading.

College Address:
302 Shenandoah Circle
Blacksburg, VA 24061

Samuel Shervanick
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sshervanick@vt.edu
703-863-9287

Permanent Address:
13008 Dunhill Drive
Fairfax, VA 22030

EDUCATION **B.S. Commercial Investment and Development & Property Management,**
Expected graduation: May 2026
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS

Software: Excel Word PowerPoint	Certifications: Lifeguard First Aid/AED
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EXPERIENCE **Assistant Manager,** Brookfield Swim Club, Chantilly, VA. Summers 2022 & 2023

- Worked 30+ hours a week completing daily pool tasks and maintenance.
- Created weekly schedule using WhentoWork.

Pickup Associate, Kroger, Blacksburg, VA. November 2023-Present

- Learned food safety techniques and gained valuable customer service skills.
- Worked 20 hours weekly during the school year.

Self-employed, Swim Instructor, Brookfield Swim Club. Summers 2021 & 2022

- Solicited business through advertisement posted at the pool.
- Worked with children aged from 3-14 teaching basic swimming skills.
- Managed own schedule and netted over \$1000 in profit after both summers.

Soccer Referee, Virginia Tech Rec Sports, Blacksburg, VA. Fall 2023

- Officiated intramural soccer games as both the center referee and assistant referee
- Gained communication and teamwork skills when discussing calls during the games with fellow officials
- Learned how to defuse situations between frustrated players

ACTIVITIES

Member of the Virginia Tech Real Estate Club, Fall 2022-Present
Member of the Virginia Tech Club Track Team, Fall 2022-Present
Member of the St. Andrew the Apostle Catholic Church Contemporary Choir, Summer 2018-Present
Senior Class Co-President and Member of Student Government Executive Board, 2021-22 school year

HONORS

Goss Scholarship Recipient, Fall 2023
Dean's List, Spring 2023
Young Man of the Year Award, Summer 2022
Menke Award, Winter 2021

INTERESTS Horology, Weightlifting, Track & Field, and Swimming

College Address:
1503 Toms Creek Road
Blacksburg, VA 24061

Cameron Shook
cameronshook14@vt.edu
434-917-1663

Permanent Address:
104 Hollydale Lane
South Hill, VA 23970

EDUCATION **B.S. Building Construction**, Expected graduation: December 2024
B.S. Real Estate Dual Degree
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.16/4.0
Earning and financing 75% of college education and expenses

SKILLS **Software:**
Excel ESRI Revit
Bluebeam CoStar Procore

EXPERIENCE **Level 5 Residential Construction Intern**, London Bay Homes, Naples, FL.
Summer 2023

- Assisted writing subcontracts of \$10-\$25 million single family residences using Procore software
- Handled monthly financial projections and variances to report to London Bay Homes' clients Earned the "Employee of the Month" distinction three times.
- Successfully completed QTOs using Bluebeam to ensure accuracy of subcontractor proposals

Commercial Construction Intern, Kenbridge Construction, Kenbridge, VA.
Summers 2021 & 2022

- Shadowed superintendents assisting with field work, scheduling, RFI's, and PCO's
- Communicated with subcontractors in field to ensure the completion of multiple projects
- Gained experience in the field to enhance my abilities in the office

Lane Stadium Seating Director, Learfield Amplify, Virginia Tech, Va.
September 2021 – Present

- Took charge in the installation of 10,000 premium stadium seats on time
- Coordinated and directed the installation efforts of over 500 Corps of Cadets
- Directly report to the vice-president with updates, reports, and solutions to problems

ACTIVITIES President, Alpha Gamma Rho, Virginia Tech, 2023
Vice President Management Operations, Alpha Gamma Rho, Virginia Tech, 2022
Risk Manager, Alpha Gamma Rho, Virginia Tech, 20XX-present

HONORS Dean's List, Virginia Tech, Fall 2022

INTERESTS Baseball, Weightlifting, Fishing, Golf, Traveling, Beach

College Address:
523 O'shaughnessy Hall, Virginia Tech
Blacksburg VA 24061

Shriya Agrawal
shriyaagrawal@vt.edu
(732) 589 - 6056

Permanent Address:
9 Colebrook Court
Princeton, NJ 08540

EDUCATION

B.Arch, Expected graduation: May 2028
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 4.0/4.0

SKILLS

Software:		Others:	
Adobe Photoshop	SketchUp	Bilingual (Hindi)	Woodworking
Adobe Illustrator	Rhino	Drafting	Metal Working

EXPERIENCE

Cashier, ABP Squires Student Center, Blacksburg, VA. Aug 2023 - Dec 2023

- School year: worked 15 hrs/week
- Enhanced student communication skills across diverse fields.
- Exhibited adept multitasking in a fast-paced setting, managing transactions and delivering exceptional customer service.

Brand Designer, iAccessible Inc, Seattle, VA. May 2022 – Present

- Drove iaccessible's rebrand through logo and visual asset redesigns, elevating brand recognition by 65% and website engagement by 30% in the first quarter.
- Achieved a 40% sales surge with impactful merchandise designs for conferences.
- Advocated accessibility, implementing inclusive website design in client meetings for diverse disabilities.

Self-employed, SAT Math Tutor, Princeton, NJ. July 2022 - June 2023

- Guided and coached 30 students with a tailored approach to elevate their SAT math scores.
- Elevated average SAT class scores by an impressive 100 points, achieving target scores.
- Executed personalized strategies for a 20% improvement in SAT math performance.

Graphic Designer, The Helping Hand (Non-profit), New Delhi, India. Summer 2021

- Designed website layout and a unique brand leading to a 120% increase in sponsorships.
- Developed social media content and advertising, increasing volunteer outreach by 225%.
- Spearheaded program leadership to reach the target of \$1200 for each of 6 projects.

Self-employed, Math Tutor, New Delhi, India. 2019-2020 & 2021-2022

- Guided 50+ students in math, achieving a 95% pass rate.
- Crafted and tailored personalized lesson plans, yielding a 25% skill improvement.
- Improved student performance by 30% using innovative methods, emphasizing real-world applications and technology.

ACTIVITIES

First-Year Leadership Experience Program (FLEX), Virginia Tech, 2023-2024
American Institute of Architecture Students (AIAS), Virginia Tech, 2023-present
Donation Manager, Ann Dann (Food Donation Drive), India, Summer 2021
Fundraiser Coordinator, Habitat for Humanity, India, Summer 2021
High School Mentor, Birla Vidya Niketan, India, 2019-2020 & 2021-2022
School Yearbook Editor, WWP-South, September 2022 - June 2023

HONORS

Indian Distinguished Scholar Award, Honorable Mention, 2020 & 2021
Merit Award, Honorable Mention, 2021 Pulse, Model Making Division
Merit Award, 2021 Tinkerpreneurship, STEM Entrepreneurship Division

INTERESTS

Graphic Design, Photography, Travel, Reading

College Address:
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Blacksburg, VA 24060

Sayf Smadi

sayfsmadi@vt.edu
(540) 305-4470

Permanent Address:
1347 George Banks Blvd
Front Royal, VA 22630

EDUCATION **B.S. Real Estate** Graduation: December 2024
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS

Software:		Analytical Skills:	
Excel	Entrata	Financial Modeling	Data Analysis
Yardi	CoStar	Pro forma	Coding

EXPERIENCE **PM Intern**, Bonaventure, Virginia Beach, VA. June 2023 – August 2023

- Completed 25 lease audits for a due diligence report on a \$42,000,000 multi-family acquisition.
- Worked with revenue management to maximize revenue creatively through amenity pricing.
- Acquired insight into the skills of leasing by conducting tours and helping close applications.

Consumables Expert, Target, Christiansburg, VA. May 2019 - present

- Consistently fill orders at 100% with minimum goal being at 90%.
- Trusted as a trainer and have trained new team members to become top performers at the store.
- Promoted in recognition of thriving in a fast-paced, high-stress environment.

Tour Guide, Skyline Caverns, Front Royal, VA. August 2018 – December 2019

- Provided 100's of tours to up to 30 people from across the world.
- Became a part of the \$100 tip club within a few months.
- Recognized as Tour Guide of the Month in June 2019.

ACTIVITIES REFM's REFAI (Real Estate Finance and Investments) excel certification (150 hours – in progress)
Cycling Club: Virginia Tech. 2023 – present
Real Estate Club: Virginia Tech, 2022 - present
Surf Club: Treasurer. 2021 – 2022
PUMP (Pampling Undergraduate Mentorship Program): 2020 - 2022

HONORS Dean's List Honoree: Spring 2023 and Fall 2023
REFAI Excel Boot Camp Level 1 and Level 2
Skyline Athletic Association Scholarship Recipient, 2020

INTERESTS Investing, reading, bike riding, exercising, soccer, basketball, and football.

I am a finance major with a minor in real estate, and last week I had just finalized my résumé to apply for SEED. I met with a professional from Pamplin on a zoom call to review my résumé and make revisions. For a second opinion, I also met with a member of SEED who met up with me, and we revised my résumé as well. I tried to mimick the real estate template best, but just in case I am submitting both resumes.

Zoe Stencil

College Address:
185 Kent Street, Virginia Tech
Blacksburg, VA 24061

zoe@vt.edu
443-960-5794

Permanent Address:
8120 Forest Glen Drive
Pasadena MD, 21122

EDUCATION **Commercial Development and Investment**, Expected graduation: May 2027
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.45/4.0

SKILLS

Hard Skills:		Soft Skills:	
Public Speaking	Psychological leadership	Detail-oriented Organization	Motivation Multitasking
Social Media Advertising	Interpersonal		

EXPERIENCE

Officiating, Pasadena MD, 21122. Spring 2023 – present

- Summers: worked 12 hours a week
- Created strong leadership skills, quick decision-making abilities and being able to manage high-pressure situation.

Babysitting, Severna Park MD, 21146. Summers 2022 - present

- Summers: worked 4+ hours a week
- Strengthened responsibility, patience, and time management.
- Created networking skill and the ability to secure long-term professional commitments.

ACTIVITIES

Outing Club Leader, The Severn School, 2021-2023
Spirit Captains Leader, The Severn School, 2021-2023
High School Varsity Soccer Team, 2019-2023
High School Varsity Lacrosse Team, 2019-2023
D1 Women's Lacrosse, Virginia Tech, 2023-present

HONORS

Scholar Athlete Award, 2023
High School Honor Roll, 2019-2023
High School Headmasters, 2020-2023
AD Honor Roll, 2023-2024

INTERESTS

Book Collecting, Home Organization, Youth Sports Coaching, Hiking, Preparing Meals

College Address:
1435 Toms Creek Rd
Blacksburg, VA 24060

Ellen Stephenson

ellens22@vt.edu

(757) 971-1566

Permanent Address:
1505 W Little Neck Rd
Virginia Beach, VA, 23452

EDUCATION **B.S. Residential Environments and Design**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0
Earning and financing 50% of college education and expenses

SKILLS **Software:** **Other Skills:**
Excel Chief Floor Plans
Sketchup Photoshop Illustrator

EXPERIENCE **Server**, Ocean Eddie's, Virginia Beach, VA. May 2020 – present

- During the Summer, worked 40+ hours a week, while during the school year I worked 18 hours a week.
- Was able to manage serving while being captain of the dance team as well as finishing up high school.
- Implemented excellent customer service tactics as well as sales tactics.

Event Director, Kappa Alpha Theta, Blacksburg, VA. December 2023 - present

- In charge of planning as well as overseeing all social events that occur.
- Was able to consistently communicate with different organizations as well as businesses to put on events.
- Was also able to communicate with the sorority for finances, safety factors, as well as when the events were occurring and the details of the events.

Choreographer, Sorority Philanthropy Dance Competition, Blacksburg, VA
September 2024 – October 2024

- Created choreography for the sorority I am apart of, that consisted of 5 different songs for 30 seconds.
- Allowed anyone in the sorority to participate and had over 30 girls.
- Had to take charge as well as give critique to my fellow peers.

ACTIVITIES Kappa Alpha Theta, Membership Committee Chair, 2023-present
Bamboom Dance Team, Virginia Tech, 2022-present
Bob Ross Paint Club, Virginia Tech, 2022-20223
High School Varsity Cross Country, 2018-2022
High School Dance Team, Captain, Virginia Beach, VA, 2020-2022

HONORS UCDA All American Dancer, 2022
KAO won another organization's philanthropy, 2023

INTERESTS Dance, Design, Creative outlets, Baking, Cooking, Music .

Copper Stepp

Harrisonburg/Elkton, VA
www.linkedin.com/in/copper-stepp

(540) 271-6564 | Copperbay77@gmail.com
| Copperstepp@vt.edu

OBJECTIVE

Exploring summer internship opportunities: Open to all locations

EDUCATION

GPA: 3.3/4.0

Virginia Polytechnic Institute and State University, Blacksburg, VA Graduation: May 2027
Pamplin School of Business: Residential Development and Investment
East Rockingham High School, Elkton, VA Graduation: June 2023
Massanutten Regional Governor's School, Mount Jackson, VA Graduation: June 2023

Related Courses

Fall 2023

Principles of Real Estate
Discovering Real Estate
Design Appreciation

Spring 2024

Careers in Real Estate
Accounting II
Property Management

WORK EXPERIENCE

Great Eastern Resort, Massanutten, VA Winter 2018-Current
Ski/Snowboard Instructor

- Taught ski lessons of classes ranging from 5-20 students daily
- Provided customer service

Outdoor Effects, Elkton, VA Spring 2020-Current

Store Manager

- Engaged in a family owned business
- Day to day transactions of \$10,000
- Tended to plants and their needs in a nursery

Great Eastern Resort, Massanutten, VA 2020

Zipline Attendant/Customer Service/Ticket Sales

- Provided customer service in person and over the phone
- Problem-solved customer complaints
- Handled money
- Monitored large groups
- Inspected equipment

Elkton Community Center, Elkton, VA 2023-Current

Gymnastics Instructor

- Assisted/motivated small children with tricks and balance
- Provided customer service

ACTIVITIES AND HONORS

Scholarships: McCammon, Blackwood Real Estate, William N. Paxton BEST 2023-Current

Real Estate Club (Virginia Polytechnic Institute and State University) 2023-Current

Best Buddies Club (Virginia Polytechnic Institute and State University) 2023-Current

- Create one to one friendships with people with intellectual and developmental disabilities.

Senior Class Treasurer (East Rockingham High School) 2022-2023

- Class elect
- Manage money for class events

4-H

President of Mountain View 4-H Club 2021-2023

- Serve on the program, promotion, and service committee

All-Star 2022-Current

Captain of Competitive and Sideline Cheer 2022

- Led team-building activities

Skills: team builder, networking, public speaking, problem-solving, adaptability

College Address:
1204 Tom's Creek Rd, Apt 5203
Blacksburg, VA | 24060

Sam Sterling

ssterling@vt.edu
(540) 922-9307

Permanent Address:
1211 Village Way South
Blacksburg, VA | 24060

EDUCATION **B.S. Building Construction**, Expected graduation: July 2024
B.S. Real Estate, Expected graduation: July 2024
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.0/4.0

SKILLS

Software:		Other Skills:	
MS Project	Revit	Excel	CoStar
Revu	ArchiCAD	ESRI	SKU Pro

EXPERIENCE **Summer Associate**, Clark Construction / AWS, Aldie, VA. May – Aug 2023

- On-site 10wk internship program, assigned to Mission Critical sector, one of the Company's first projects.
- Project scope comprised of an AWS MDC; IAD 124-127. \$900M twelve-phase project during early stages of post-shell build (124-125) and pre-shell superstructure (126-127). Substantial Completion estimated Fall 2025.
- Direct focus on pad delivery, earthwork completion, utility restructuring / installation, shell demolition, retaining wall installation, site perimeter / security installation, slab-on-grade / metal decking pouring.
- Specific tasks included developing and coordinating weekly site logistics plans, creation of first deviation log for anomaly tracking, continuous monitoring of concrete-based production tracking schedules, footer / slab inspections and revision + creation of site Emergency Action Plan.

Commercial Construction Intern, HITT Contracting, McLean, VA. May – Aug 2022

- On-site 11wk internship program, assigned to Mission Critical sector.
- Project scope comprised of an AWS MDC; IAD 161-162. \$250M twelve-phase project during late stages of MEP / Energization, early commissioning, and several phases entering H2C / PFHO. Substantial Completion Fall 2023.
- Direct focus on multiphase energization, DAHU / Rack Hall / Conduit installation, commissioning oversight, APL / MPL punch list verification, and financial modeling assistance.
- Specific tasks included drawing / spec review, QC / Safety checklist management (vendors & subcontractors), material delivery coordination, master file organization, MEP torque verification oversight, feeder / signage installation oversight.

ACTIVITIES **Build Design Associate**, Habitat for Humanity NRV, Blacksburg, VA. May – Sept 2019

- Using 3D CAD (Revit + SKU Pro), rendered and designed a seven-unit condominium complex, erected in Blacksburg, VA.
- Project was viewed by Town Council, subsequently approved, and opened in Fall 2020 to serve low-income families around the greater NRV region.

HONORS Two-time VHSL Swimming State Champion, eight-time NCSA Swimming National Qualifier.

INTERESTS Swimming, Woodworking, Graphic Design, Guitar.

College Address:
901 S Main St Unit B
Blacksburg, VA 24061

Trey J. Sterling
Tjsterling4@vt.edu
(757-724-1965)

Permanent Address:
1257 Paramore Dr.
Virginia Beach, VA 23451

EDUCATION **B.S. Real Estate**, Expected graduation: May 2026
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.3/4.0
Earning and financing 50% of college education and expenses

SKILLS **Software:** **Other Skills:**
Excel Communicati
on.
Teamwork

EXPERIENCE **Crew Team, Auto bell Virginia Beach.** Fall 2022 – 2023

- Work 15 hours per week to help fund college.
- Cleaned about 30 cars a day and strived in giving good service.
- Made plenty of new friends.

Pizza delivery, Zia Marie's, Virginia Beach Va. Summers 2021 & 2022

- Answered phone calls for about 40 people per day and took their order.
- Made the pizza with Perfection and drove it to their house.

Worked the cash register and dealt with the money.

Dishwasher, Fishers, Virginia Beach Va. May 2023 – August 2023, Summers

- Employed excellent customer service tactics and cleaned the dishes.
- Participated in cooking the food to satisfy the customers
- Summers: worked 30+ hours/week.

ACTIVITIES

Center Club Inc., 2022-present
Dean's List, 2022-present
Operation Smile Club 2015- Present
High School Varsity Baseball Team, 2019-2022
High School Varsity Track Team, 2020X-2022

HONORS National Honors Society Member 2020-222

INTERESTS Sports, Volunteering, Outdoor activities, Working Out, Construction

College Address:
Slusher Wing 232

Ayden Stosser

aydenstosser@vt.edu
540-558-8297

Permanent Address:
1061 Nik Ryan Dr
Blacksburg, VA 24060

EDUCATION **B.S. Real Estate**, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.9/4.0

SKILLS **Sales, Property Management,
Skills Training**

EXPERIENCE **Waiter**, Dominos Blacksburg VA 2019-2020

- Work 12 hours per week to start myself in the working sector.
- Learned valuable people skills and time management.
- Received praise from employer after leaving.

Personal Trainer, New River Personal Training Blacksburg VA May 2022-
December 2023 (summers and winters)

- Almost 2 years of experience training
- Designed and distributed sales flyers to increase sales of Health Supplements
- Summers and Winters: worked 25+ hours/week.

ACTIVITIES President of the Corn Hole Club in Highs cool
Varsity Starter Junior and senior year of high school soccer
Works for Amazon Mechanical Turk for a side hustle

INTERESTS

- Physical Fitness
- Side Hustles to try different ways of making money.
- Active member in my fraternity of Beta Theta pi
- Participated in a apple food drive with my fraternity and Feeding Southwest Virginia.

Austin Stromme

astromme@vt.edu

540-629-1396

2265 Glade Drive SE, Christiansburg, VA

[LinkedIn](#)

OBJECTIVE Aspiring commercial real estate professional with a solid foundation in real estate principles and financial analysis. Seeking internship/full-time position in Charlotte, NC, (but open to other opportunities) to further develop skills in property valuation, leasing, development, and investment analysis, while bringing a dedicated work ethic to a dynamic real estate team.

EDUCATION **B.S. Commercial Development & Investment**, : December 2024
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.28/4.00
Earning and financing 100% of college education and expenses

RELATED COURSEWORK Real Estate Data Analysis, Real Estate Law, Real Estate Studio, Real Estate Market Analysis, Financing Real Estate Projects, Property Management, Applied Real Estate Development, Leasing Commercial Properties

EXPERIENCE

Project Admin, Highlander Construction Inc, Blacksburg, VA. 2021 – present

- Coordinate multiple facets of the construction process.
- Send plan sets to over 25 subcontractors to prepare proposals for clients.
- Serve as point of contact as needed on site for subcontractors.
- Help the owner in providing accurate construction material takeoffs.
- Develop relationships that enhance future growth with clients.

Project Assistant Aggregate Capital LLC, Pulaski, VA. 2017-present

- Facilitate the funding & process of building restoration using tax credits.
- Completed more than \$2M in total construction.
- Provide consulting on historical tax credits & state grant opportunities.
- Actively engage local governments to support & provide for projects.
- Research real estate data and provide information to clients.

Property Manager, Kethanos LLC, Pulaski, VA. 2017–2020,

- Followed up on delinquent tenants and coordinated collection procedures.
- Prepared and solicited bids and approved subcontractors.
- Administered operations to handle needs of 50 tenants across 25 units.
- Oversaw the showing and leasing process of all incoming tenants.
- Responsible for a year-round 95% occupancy.

LEADERSHIP + ENGAGEMENT Virginia Tech Real Estate Club, Member 2022-present
Virginia Tech Sports Business Club, Member 2022-present
Pulaski On Main, (Vice President 2021-2022) 2017-2022

SKILLS Microsoft Office Suite (Word, PowerPoint, Excel); Adobe Photoshop
Real Estate Data Analytics Badge, Real Estate Data Ethics Badge,
Excel Functions Badge

MOLLY STROUT

mollystrout@vt.edu | (617) 980-5337 | www.linkedin.com/in/mollystrout/ | Blacksburg, VA

EDUCATION

Virginia Tech, *Blacksburg, VA*

Bachelor's Degree in Real Estate and Management EIT—Expected 2025

WORK EXPERIENCE

Property Intern - May 2023 to Present

UDR - Boston, MA & Virtual

- Created a new position by transforming a summer internship into a remote role during the school year, balancing both work and academics.
- Expertise in leasing, customer service, and administrative tasks for eight properties across the Boston area.
- Effective in remote communication and organization, managing digital interactions across various platforms.
- Resolve remote challenges such as complaints, coordinate move-ins, and handle renters' insurance policies and all other cases.

Real Estate Intern - December 2022 to May 2023

GRAVITY Real Estate Group - Blacksburg, VA

- Shadowed two licensed brokers to gain knowledge and understanding of Real Estate.
- Managed and created content for social media platforms.
- Attended appraisals to gain experience in assigning value to real estate.

LEADERSHIP EXPERIENCE

Peer Mentor - August 2022 to Present

The Blackwood Program in Real Estate at Virginia Tech - Blacksburg, VA

- Shares resources, opportunities, and activities to support mentees' learning and development.
- Meets mentees formally, informally, in person, and virtually to offer support.
- Counsels three students individually to assist in overcoming obstacles and making proper choices to stay focused and adjust to college life.

Recruitment Chair – December 2022 to Present

Zeta Tau Alpha Fraternity - Blacksburg, VA

- Leads and plans formal recruitment for 180-chapter members.
- Manages a \$30,000 budget.
- Organizes workshops and roundtables throughout the year to prepare for formal recruitment.
- Collaborates with twelve other Panhellenic chapters to organize, plan, and implement recruitment.
- Oversees retention and membership efforts, serving as a resource for all members.

ICSC Student Member – May 2023

ICSC -Las Vegas, NV

- Attended the ICSC Las Vegas in May 2023 as a student participant
- Actively engaged in educational sessions and workshops on the latest trends in the retail real estate industry
- Networked with professionals and industry leaders, fostering valuable connections
- Gained insights into market dynamics, consumer behavior, and innovative strategies
- Demonstrated a commitment to professional development and staying informed about industry advancements

KEY SKILLS AND CHARACTERISTICS

- Microsoft Office Suite
- Fluent French Speaker
- Budget and Event Management
- First Aid & CPR
- Leadership & Team Collaboration
- Internal Communications

College Address:

770 Washington Street SW, Virginia Tech Blacksburg VA, 24061
 aminathior684@gmail.com

Amina Thior**Permanent Address:**

124 Birchwood Way, Hopewell Junction NY, 12533

EDUCATION

High School Diploma June 2023 GPA: 4.0

B.S. Interior Design Expected graduation: May 2027

Minor: Real Estate

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

SKILLS**Software:**

Adobe Illustrator
 Adobe Photoshop
 Rhinoceros 3D

Other Skills:

Leadership
 Cooperation
 Customer Service Orientation

EXPERIENCE

Small Business Owner/Operator, Sweet-ly by Amina, Hopewell Junction, NY, Winter 2020-Present

- Manage all aspects of business ownership and operational management, keeping business running smoothly.
- Business planning including creating plans for production, sales and budgeting.
- Comply with food service and hygiene regulations to maximize health and safety.
- Curate unique, creative desserts and make special customizations for customers.
- Schedule and receive incoming orders and transfer items into bakery inventory

Orchard Worker, Fishkill Farms, Hopewell Junction, NY, Fall 2020- Fall 2022

- Provide information and advice to the public regarding selection, purchase, and care of fresh produce.
- Aid customers in support of their online reservations, payments and other related troubleshooting.
- Check customers in for admission to the orchard and supply them with necessary harvesting tools and storage containers.
- Responsible for preventing theft at orchard check-out points.
- Clean work areas and maintain grounds.
- Assist farm chef and baker in food preparation.
- Harvest fruits and vegetables by hand.

ACTIVITIES

Women in Architecture and Design Member, Virginia Tech, 2023-Present

Black Student Association Member, Virginia Tech, 2023-Present

High School Varsity Track and Field, Team Captain, 2020-2023

High School Theater Group, Art and Set Stage Crew Chief 2020-2023

Cooking Meals for Senior Citizens

Volunteer Garbage Clean-Up (various location)

HONORS

National Honors Society

French Honors Society

National Historic Honors Society

Black Student Union Certificate of Excellence

INTERESTS Interior design and decorating, environmental activism, cooking/baking, soccer, painting, and drawing

College Address:
500 Hunt Club Rd #1353
Blacksburg, VA 24060

Summer Thompson

summert0422@gmail.com
(540)-424-4080

Permanent Address:
6317 Cranston Lane
Fredericksburg, VA 22407

- EDUCATION** **B.S. Real Estate**, Expected graduation: May 2026
Minor: Undeclared
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.8/4.0
- SKILLS** **Software:** **Other Skills:**
Excel Google Applications Canva Collaboration Software (Ex:
Microsoft PowerPoint Photoshop Zoom)
Office
- EXPERIENCE** **Receptionist**, Advanced Primary Care, Fredericksburg, VA. Fall 2022 – present
- Work 15 hours per week to help fund college education.
 - Increased customer service and communication skills.
 - Gained experience in scheduling and handling monetary and insurance payments.
 - Received compliments from patients via website reviews regarding the excellent service they received.
- Daycare Staff**, American Family Fitness, Fredericksburg, VA. Summer 2020-2022
- Took care of children ranging from infant age to school age.
 - Performed all necessary duties including checking in/out members, communicating with parents, creating individual strategies per child, and maintaining safe equipment.
 - Gained documenting, productivity, scheduling, organizing, and communication skills.
- Aquatics Staff**, American Family Fitness, Fredericksburg, VA. Summer 2020–2022
- While working in the Daycare department I also worked several hours a week in the aquatics department.
 - Duties included cleaning and maintaining equipment, doing chemical readings, and maintaining a safe environment for members using the aquatic amenities.
 - Gained safety skills, CPR certification, handling routine duties, and communicating with members to ensure a positive experience.
- ACTIVITIES** -High School Environmental Club 2020-2022
 -LifePoint Church Volunteering 2018-2022
- HONORS** -Dean's List Awarded by Germanna Community College for a 3.5 GPA or above
 -President's List Awarded by Germanna Community College for a 3.80 GPA or above
 -Advanced Diploma Awarded by Courtland High School
 -Academic Letter for 3.5 GPA and above awarded by Courtland High School
- INTERESTS** Volunteering, traveling, outdoor activities, reading, and exercising

College Address:
405 Houston St. Blacksburg,
VA 24061

Connor Toben

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757-807-8451

Permanent Address:
2445 Blue Castle Ln,
Virginia Beach

EDUCATION **B.S. Real Estate and Building Construction** Expected graduation:
December 2024
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg,
VA
GPA: 3.1/4.0

SKILLS

Software:	Other Skills:
Excel ESRI	Communication Team Leadership
Revit CoStar	Problem Solving Organization

EXPERIENCE **Field Intern**, E.C PACE Company, Roanoke, VA. May 2023 – August 2023

- Provided support to project managers and superintendents.
- Assisted in scheduling and communication with subcontractors.
- Gained knowledge of cost estimating, procurement, and various construction software

Engineering intern, Whiting-Turner Contracting, Greenbelt, MD. May 2022-August 2022

- Assisted in tasks such as writing RFI's, reviewing Submittals, and quality control.
- Communicated with Subcontractors and Field Engineers to track progress and learn proper safety habits.

Laborer, Rudolph Construction Partners, Virginia Beach, VA. November 2020 – August 2021

- Operated various types of machinery and gained hands-on construction experience.
- Performed a variety of work such as demolition, framing of walls, and exterior painting.

ACTIVITIES

New Member Educator, Phi Gamma Delta (FIJI) Fraternity 2022-Present

- Designed and executed a semester long education program for over 70 New Members.

Director of Member Education, VT Interfraternity Council, 2023

- Advised and oversaw New Member operations for all fraternities on campus.

Director of Advocacy and University Initiatives, VT Interfraternity Council, 2022

- Represented the VT Interfraternity Council inside the Undergraduate Student Senate.

VT Wishmakers, Virginia Tech, 2022-Present

INTERESTS Surfing, Snowboarding, Live Music

College Address:
720 Washington St SW,
Blacksburg, VA 24061

Miles Tracht

Milestracht@gmail.com
404-275-7092

Permanent Address:
2676 Canna Ridge Cir.
30345 Atlanta, Ga

EDUCATION	B.S. Real Estate , Expected graduation: May 2027 Minor: N/A Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA GPA: 3.2/4.0
SKILLS	Software: Excel Other Skills:
EXPERIENCE	Assistant Mechanic , Neil's Restorations, Atlanta, Ga. Summer 2020 - 2022 <ul style="list-style-type: none">• Work 15 hours a week,• Working on engines, cleaning shop, Self-employed , Pressure washing business Atlanta, Ga. Summers 2022 & 2023 <ul style="list-style-type: none">• Marketing and client interactions, with over 40 jobs completed.• Performed all necessary equipment maintenance and repairs.• Covered all expenses and yielded net annual profits of over \$6,000.
ACTIVITIES	High School Investment Club leader, 2022-2023 High School Entrepreneurship lead Philanthropy for special olympics, raising money High School Varsity Ultimate Frisbee player, 2020 - 2023 Brother hood committee in Fraternity, Phi Sigma Kappa, 2023 - 2024
HONORS	N/A
INTERESTS	Real estate, sports, travel

College Address:
280 Stanger St, Upper Quad
North
Blacksburg, VA 24061

Peyton Tucker
pdtuckerr@gmail.com
804-801-8015

Permanent Address:
1810 Longwood Dr
Maidens, VA 23102

EDUCATION **B.S. Commercial Real Estate**, Expected graduation: May 2027

Minor: Residential Design

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

Previous Education:

High School Diploma - Goochland High School

Associates of Science Degree – J Sergeant Reynolds Community College

SKILLS

Software and Coding:

Excel

Java

Python

Interpersonal Skills:

Communication

Professional
Responsibility

Problem Solving

Time Management

EXPERIENCE **Club Coach**, Byrd Elementary School, Goochland, VA. Fall 2022 – Summer 2023

- Volunteered 9 hours per week to help coach students in an after school running club.
- Taught the students the importance of goal setting, having responsibilities, effective teamwork, and respect.
- Planned and helped put together a color run, and a final 5k race, promoting and marketing the run in my county.

Tutor, Byrd Elementary School, Goochland, VA. Fall 2022 - Spring 2023

- Volunteered 12 hours every week aiding students after school in a tutoring program.
- Helped students' scores to increase and start to pass their tests and complete homework's.
- Taught students effective work ethic values, helping them take responsibility for their work.

Volunteered at School Games, Goochland High School, Goochland, VA. Fall 2022

- Volunteered 5 hours every week selling tickets to students and parents for the games held at our high school.
- Learned the importance of handling money and technological systems for the online transactions.

ACTIVITIES

Best Buddies Club Program (Member), 2021-2023

High School Cheerleading team (Captain), 2020-2022

DECA (Member), 2020-2021

HONORS

National English Honors Society (Member), 2022-2023

National Spanish Honors Society (Member), 2020-2023
National Honors Society (Member), 2020-2023

INTERESTS Community Service, Travel, Art, and Music.

Tilly Underhill

tillyu@vt.edu | (703)-554-2645

1 University Avenue
Blacksburg, Virginia 24060
(540)460-0000

8135 Ships Crossing Rd
Norfolk, Virginia 23518
(703)554-2645

Objective

Seeking a real estate internship for summer 2024, open to all locations.

EDUCATION

B.S. Real Estate, Expected Graduation: May 2025

Minor: Property Management and Residential Design

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, Virginia

GPA: 3.42/4.0 Dean's List Spring 2022, Fall 2022, Spring 2023

Related Coursework

Real Estate Data Analysis, Excel

Financing Real Estate Projects

Real Estate Market Analysis, CoStar

EXPERIENCE

Property Management Summer Intern, Dweck Properties | June - August 2023

- Achieved 98% occupancy through effective teamwork at a stabilized property.
- Conducted tours of the property with prospects to enhance my customer service skills.
- Generated leases and welcome letters through Yardi/RentCafe CRM.

Hostess/Server, Lefty's | August 2022 - Present

- Greeted and acknowledged guests, presented menus and communicated with customers to let them know a server would be with them shortly and if necessary communicated delays.
- Demonstrated success in working with restaurant staff to create a unique dining experience by always communicating and supporting the team.
- Tendered sales and collected payments; balanced transactions with receipts.

Peer Mentor, Virginia Tech Pamplin College of Business - Real Estate | August 2022 - May 2023

- Selected to serve as a mentor to three first year students as they transition to college by attending meetings and answering inquiries.
- Provided appropriate resources for students requiring additional support.
- Reinforced time management and organizational skills and suggested resources.

Server, Broad Bay Country Club | Summer 2022

- Assisted members in order selection while maintaining a friendly relationship.
- Coordinated with kitchen staff to ensure timely and accurate order preparation and regularly followed-up with members to promptly fulfill any additional requests.

Brand Associate/Kids Senior Lead, Old Navy Outlet Summer 2019 - Summer 2021

- Assumed position from associate to lead while maintaining a clean, organized inventory and curated displays of rotating seasonal clothing and accessories.
- Worked hard to anticipate customer needs and provided them with high quality service while upholding brand standards and values to ensure customer satisfaction earning brand Associate of the month.

SKILLS

Technical: Excel, Basic Yardi/Rentcafe CRM

Professional: Customer service, teamwork, communication, time management

ACTIVITIES Real Estate Club
Delta Delta Delta Sorority

College Address:
155 E Patriot Way
Christiansburg, VA 24073

James Underwood

Jru6103@vt.edu | 540-750-9137

Permanent Address:
3800 Surface Road
Riner, VA 24149

- EDUCATION** **B.S. Real Estate**, Expected graduation: December 2025
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.3/4.0
Associate Degree in General Studies
Southwest Virginia Community College (SWCC), Cedar Bluff, VA
Business Administration Degree
Southwest Virginia Community College (SWCC), Cedar Bluff, VA
- SKILLS** **Software:**
Excel
R Studio
- PROJECTS** **Image Classification of Carbondale, IL**
 • Final Project for GEOG 4354(Fall 2023)
Head Financial Manager of Yearbook Committee at Auburn High School
 • Managed all of the funds for the entire year of 2021.
- EXPERIENCE** **Forecaddie**, Ballyhack Golf Club, Roanoke, VA. March 2023 - Present
 • Provided excellent customer service by assisting golfers with club selection, course strategy, and reading putts on the green.
 • Developed strong interpersonal skills with customers from different areas.
 • Collaborated with other workers to ensure a smoothly run operation.
- Mover**, Stateson Homes, Blacksburg, VA. Summer 2020 - Present
 • Transferred furniture from different model homes.
 • Developed effective moving strategies to maximize efficiency.
 • Required punctuality to get furniture from one place to the next.
- E-Commerce Shopper**, Kroger, Fairlawn, Va. March 2020 - Present
 • Responsible for checking quantity and quality of hundreds of customers' orders weekly.
 • Managed online accounts, tracked orders, and resolved issues.
 • Designated team members with responsibilities to get through busy times.
- ACTIVITIES** Member of FCA (Fellowship of Christian Athletes), 2017-2021
 Junior College Baseball at Southwest Virginia Community College, 2021-2023
 Volunteer at Blue Ridge Church, 2016-2022
 Varsity Baseball, 2017-2021
 Varsity Golf, 2017-2021
 Varsity Basketball, 2019-2021
 Volunteer Assistant Baseball Coach 2022- Present
- HONORS** Four Time VHSL State Champion
 • 2 Baseball (2019, 2021)
 • 1 Basketball (2020)
 • 1 Golf (2017)

College Address:
1200 Snyder Ln, Virginia Tech
Blacksburg, VA 24060

Kyle VanDenburg
Vandenkw22@vt.edu
571-598-6163

Permanent Address:
9182 Lost Fields Ct
Bristow, VA 20136

EDUCATION **B.S. Building Construction**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.7/4.0

SKILLS

Software:	Other Skills:
Excel	Communication
AutoCAD	Leadership
Microsoft Teams	Plan Reading
SmartBid	Project
	Public Speaking
	OSHA-10
	PPE Awareness

EXPERIENCE

Preconstruction Intern, Holder Construction, Herndon, VA. Summer 2023

- Created project scopes using construction expertise.
- Managed 5 trades through the bidding and procurement process.
- Developed relationships with subcontractors, project-leads, and other members of the site.
- Conducted meetings with multiple parties to discuss project scope, requirements, and logistics.

Design Intern, Homestead Building Systems, Manassas, VA. Winter 2022-23

- Completed over 30 hours of training to learn MiTek 3D software.
- Utilized 3D modeling software to engineer houses, trusses, and joists.
- Developed an understanding between the field and office by attending design/estimating meetings and site visits.
- Introduced to software such as MiTek Engineer, Plan Swift, and Revit.

Laborer, S.W. Rodgers, Manassas, VA. Summer 2022

- Used tools such as GPS and levels during the fine grading process.
- Repaired and managed water runoffs by utilizing riprap and other water systems.
- Assisted all crew members in work-related tasks.

ACTIVITIES

Special Olympics, Volunteer Football Coach 2021-2022
High School Varsity Baseball Team, Co-Team Captain, 2019-2022
Virginia Tech Club Baseball, member, 2022 - Present
Umpire, Greater Manassas Baseball League, 2022
National Honor Society (NHS), High School, Member 2021-2022
Student Council Association, High School, Representative 2021-2022

HONORS

Dean's List, Virginia Tech, 2022-2023
Semesters Principal's Pride Award, High School, 2022
Honor Roll, High School, All High School Semesters

INTERESTS

Producing high-quality structures that not only benefit the users of the building, but also build communities.

College Address:
185 Kent Street, CID RM 602D
Blacksburg, VA 24061

Tino Vasquez

tinov7@vt.edu
(630) 814-9263

Permanent Address:
26 Graystone Ct.
N.Barrington, IL 60010

EDUCATION **B.S. Real Estate**, Expected graduation: December 2028
Major: Real Estate and Marketing
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 4.0/4.0
Division I Athlete on Scholarship

SKILLS

Software:	Other Skills:
Excel Powerpoint	Sales Communication
Word	Social Media

EXPERIENCE

Server, La Scarola Italian Restaurant, Chicago, IL. Summer 2022

- Ensured dining space was prepped and ready for customers.
- Built repeat business through friendly interactions and consistent service.
- Communicated positively and clearly with customers, co-workers and management.

Self-employed, Soccer Training, Barrington, IL. Summers 2022 & 2023

- Solicited business through social media and word of mouth in local area.
- Built confidence and skill in 8–12-year-olds through customized one-on-one training.
- Covered all expenses and yielded net annual profits of over \$2,500.

Laborer, Bear Brothers Landscaping, Lake Zurich, IL. Summer 2023

- Coordinated schedules and performed multiple landscaping tasks, snow removal, and heavy lifting.
- Trained new employees.
- Designed advertising collateral including social media and flyers.

ACTIVITIES

Chicago Fire Academy u17 soccer Captain, 2022
Forward Madison FC, USL 1 soccer player, 2023
Forward Madison Community Volunteer, 2023

HONORS

Mexican National Team, u15 and u17, 2022-2023
High School Honor Roll, 2019-2023
Forward Madison FC, Youngest goal scorer

INTERESTS Soccer, Travelling, Real Estate Investment

College Address:
180 Kent St, Virginia Tech
Blacksburg, VA 24061

Lucas Verrier
Lverrier22@vt.edu
(978)-646-7715

Permanent Address:
15 Brook Rd
Topsfield, MA 01983

EDUCATION **VIRGINIA TECH, BLACKSBURG, VIRGINIA**

Fall 2023

I will be pursuing a college degree in business, entrepreneurship, and real estate development.

ST. JOHN'S PREPARATORY SCHOOL, DANVERS, MASSACHUSETTS

May 2023

PURSUING AN ONLINE REAL ESTATE LICENSE

Fall 2022 – present

Self-guided

VARSITY LACROSSE, ST. JOHN'S PREPARATORY SCHOOL

Spring, 2021-2023

Accomplishments:

Starting Midfielder position (2021, 2022, 2023)

Division I Massachusetts State Champions (2021, 2022)

Division I Massachusetts North Conference Champions
(2021, 2022)

EXPERIENCE **SELF-EMPLOYED, TOPSFIELD, MASSACHUSETTS**

2020-2023

Website Development/E-Commerce for multiple products

Developed website for products, set up eCommerce capabilities, and configured distribution options

Landscaping and Power washing business

Developed and distributed marketing materials (i.e., flyers, postcards) with an online marketing campaign via social media for the local area, provided quotes for work, and managed multiple jobs

EAGLES/EDGE SUMMER LACROSSE CAMP COACH, DANVERS, MASSACHUSETTS

Summer 2021

Provided lacrosse skill-building activities and teamwork instruction to youth players

SUMMER 2021 – PART-TIME JOBS

THE BAKE SHOP, TOPSFIELD, MASSACHUSETTS

**THE FERNCROFT COUNTRY CLUB, MIDDLETON,
MASSACHUSETTS**

ACTIVITIES

Fall 2022 – present

Self-guided

VARSITY LACROSSE, ST. JOHN'S PREPARATORY SCHOOL

Spring, 2021-2023

Accomplishments:

Starting Midfielder position (2021, 2022, 2023)

Division I Massachusetts State Champions (2021, 2022)

Division I Massachusetts North Conference Champions
(2021, 2022)

VARSITY FOOTBALL, ST. JOHN'S PREPARATORY SCHOOL

Fall, 2020-2023

Accomplishments:

Starting position Wide Receiver, Field Goal Kicker, and
Safety (2020)

Starting Safety position (2021, 2022)

BOSTON LAXACHUSETTS LACROSSE CLUB, BOSTON, MASSACHUSETTS

2016-2023

Accomplishments:

Starting Midfielder position (Team Black/Team Yellow)

INVESTMENT CLUB, ST. JOHN'S PREPARATORY SCHOOL

2021-2023,

Accomplishments:

Member

Learning about stocks, the stock market, and strategies on
how to make the right investments.

VARSITY TRACK, ST. JOHN'S PREPARATORY SCHOOL

Winter, 2021-2023

Accomplishments:

Sprinter (55-yard dash, 200-meter sprint, and 300-meter
sprint)

INTRAMURAL BASKETBALL, ST. JOHN'S PREPARATORY SCHOOL

2019, 2021, 2022

FRESHMAN ACTIVITIES, ST. JOHN'S PREPARATORY SCHOOL

2019-2020

Accomplishments:

Robotics Club - Honors

Basketball and Football

HONORS**PAUL “BUSTER” DIVINCENZO ’50 ATHLETIC DIRECTOR’S AWARD**

May 2023

This award is presented to varsity athletes who have modeled Mr. DiVincenzo’s commitment to the mission, vision, and value of Xaverian education on the playing field and in the classroom. Award winners have shown enthusiasm, spirit, determination, and commitment throughout their athletic careers at St. John’s Prep. They have demonstrated leadership at every practice and game the ultimate team player, and they embody the best qualities of “buster” and of every athlete on campus.

INTERESTS

Travel, Investing, Construction projects, Lacrosse, Golf, Football, Basketball, Spending Time with Family and Friends, Listening to Music, going to the Beach, and Drawing

Vanessa Villarroel

vanessav23@vt.edu | vanessavillarroel05@gmail.com | (347) 649 – 4387

College Address:

500 Washington St SW, Virginia Tech
Blacksburg, VA 24060

Permanent Address:

64 Mountain Rd
Irvington, NY 10533

Education:

High school: Sacred Heart High School (2019- 2023)
34 Convent Ave Yonkers, NY 10703

College: Virginia Polytechnic Institute and State University (Virginia Tech)
Blacksburg, VA

- **Major:** Mechanical engineering

- **Minor:** Real Estate

Expected graduation: May 2027

Skills:

Software:

MATLAB/Coding
Excel

Other skills:

Adaptability Bilingual
Teamwork/ Collaboration Well Organized

Experience:

Self Employed - Pet care, 06/2022 – 08/2023

Neighbors and Family Members – Irvington, NY

- Prepared food and water and any other tasked instructed by owners.
- Gave animals proper attention to establish trust and security in owners' absence.
- Gave animals the proper levels of exercise and different activities.

Paper Filer – CMV Trucking, 09/2022 – 07/2023

Family business – New York, NY

- Maintained organized filing system to make paperwork more efficient.
- Kept all paperwork updated and neat.

Tutor – Sacred Heart High school, 11/2022 – 04/2023

After School Tutoring – Yonkers, NY

- Collaborated with students ranging from freshman to junior, to complete homework.
- Helped students build and learn better studying habits.

Activities:

- High School - Student Council, (2022-2023)
- High School – Soccer team (2021- 2023)
 - o Captain (2022 – 2023)
- High School – Softball team (2021- 2023)
 - o Captain (2022 – 2023)
- High School – Basketball team (2022 – 2023)

Honors:

- High School – National honor Society (2021- 2023)
- High School – Girls' soccer All league award (2023)

College Address:
0420 Slusher Hall, Virginia Tech
Blacksburg, VA 24061

Grace Ann Wagner
graceannwagner@vt.edu
804-245-3386

Permanent Address:
14036 Royal Crest Court
Midlothian, VA

EDUCATION **B.S. Finance**, Expected graduation: May 2027
B.S. Real Estate, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0
Earning and financing 50% of college education and expenses

SKILLS **Software:** **Other Skills:**

- Exce
- |

EXPERIENCE **Server**, BellGreek, Midlothian, VA. July 2021 – August 2023, Summers

- Employed excellent customer service and ran to-go service-related operations.
- Longest working young adult employee
- Worked to raise funds for college.
- Punctual and organized, creating an effective working environment.
- Summers: worked 20+ hours/week; school year: worked 15 hours/week.

Hostess, Taven 19, Midlothian, VA. March 2021- June 2021

- Demonstrated effective communication skills with customers from greeting them to taking their phone calls.
- Employed a strong sense of team collaboration, between working among the staff and customers.
- Performed various customer service duties, along with server duties.
- Worked 15 + hours/week throughout school year/summer.

Retail Sales Associate, Clover, Richmond, VA. August 2020-March 2021

- Implemented high quality customer service and sales skills.
- Performed necessary duties of organizing clothing and handling customer interactions.
- Demonstrated levels of adaptability based on any task assigned.
- Worked 15+ hours/week year around.

ACTIVITIES Pi Beta Phi, 2024-present
Volunteer Panthers Field Hockey Coach, 2022-2023

- Served as a field hockey coach to children ages 4-12, three days a week teaching the fundamental basics of the game.

High School Junior Varsity Field Hockey 2020-2022
High School Symphonic Band, 2020-2021

HONORS National Honor Society, 2020-2023
INTERESTS Traveling, Lacrosse, Field Hockey, Music

Tips for your resume:

- Include high school activities, only if you are a first year or sophomore student; by junior year, remove high school activities unless they are rare or show a long track record of interest or involvement.
- As you write your resume, describe to the reader 'how-well' you did the tasks instead of writing the 'what you did'.
- Keep the number of bullet points in each section consistent
- Add bullet points under activities if you have significant involvement or are a leader of the activity.
- When you don't have career-related experience (yet) your other jobs show employers things like work

KEVIN WANG

SCHOOL ADDRESS: 106 Collegiate Court, Apt 21, Blacksburg, VA 24060

PERMANENT ADDRESS: 109 Kelly Drive, Chadds Ford, PA 19317

610.733.2581 | kevinw36@vt.edu

EDUCATION & CREDENTIALS

VIRGINIA TECH

Blacksburg, VA

B.S. Commercial Real Estate

Expected Graduation: Dec 2024

Minor: Property Management

GPA: 3.6/4.0

Honors: Dean's List

Activities: National Society of Leadership and Success

Pi Kappa Phi Fraternity

Special Olympics

Real Estate Club

Student Trading Club

Scuba Diving Club

MALVERN PREPARATORY SCHOOL

Malvern, PA

High School Diploma

Class of 2020

Honors: Honor Roll

Activities: Varsity Track and Field

JV Lacrosse

JV Soccer

Christian Service Trip - Costa Rica

EXPERIENCE

MATTHEWS REAL ESTATE INVESTMENT SERVICES

Fort Lauderdale, FL

Summer Intern

June 2023 to August 2023

- Created financial modeling presentation, cash flow analysis, and performance evaluations.
- Assisted in underwriting numerous properties in both multifamily and industrial asset types.
- Developed and pitched Broker Opinion of Value decks to high value clients on a weekly basis.

OVERBOOK COUNTRY CLUB

Villanova, PA

Golf Advisor

June 2022 to August 2022

- Elevated member experience through meticulous coordination and personalized service ensuring a seamless and enjoyable start to golf sessions.
- Served as the primary point of contact for members regarding resolution of inquiries and requests with a high level of professional and courtesy.

LANGUAGES

Mandarin – Fluent

INTERESTS

Golf, Scuba Diving, Traveling, Dart-throwing, Autobiographies and Nonfiction Books

College Address:
1902 Research Center Dr.
Blacksburg, VA 24060

Katelyn Webb

Katelynw03@vt.edu
(740) 577-6087

Permanent Address:
2326 Mayhew Rd.
Jackson, OH 45640

EDUCATION **B.S. Finance**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.59/4.0
Earning and financing 0% of college education and expenses

SKILLS **Software:** Excel **Other Skills:**

EXPERIENCE **Childcare**, Toria Brown, Jackson, OH. May 2018-August 2019 Summers

- Provided childcare for ages ranging from 8-13 years old.
- Provided to be a punctual and reliable caregiver on a full-time basis.
- Ensured safety and well-being through the term of employment.

Employee, Ratliff Pool Center, Jackson, OH. May 2022-August 2022

- Acquired strong employee collaboration and customer service skills.
- Responsible for cash handling and daily reconciliation.
- Transported supplies and completed necessary errands associated with daily business.

Credit Analyst, Vinton County National Bank, Jackson, OH. May 2023-August 2023

- Analyzed past and current residential construction loans to see where issues occurred.
- Worked through those problems and solutions to make changes to the current system of tracking construction loans.
- Created a new template to track residential construction loans to mitigate risk.

ACTIVITIES Student Council at Jackson High School, 2018-2022

- Class Representative

Business Professionals of America Jackson Chapter, 2019-2022

- Chapter Vice President

High School Media Team, 2019-2022

- Leader of Video Broadcasting team

Jackson High School's Chapter of National Honor Society, 2021-2022
Virginia Tech Cheerleading Team 2022-current

HONORS Jackson High School Valedictorian
All-district and all-league basketball player in high school
Basketball and cheerleading team captain in high school
Virginia Tech Dean's list Spring 2023 and Fall 2023
Virginia Tech Cheerleading Rookie of the Year 2022

INTERESTS Travel, Reading, volunteering.

College Address:
185 Kent st, Virginia Tech
Blacksburg, VA 24061

Permanent Address:
6904 Stethem ct,
Manassas, VA 20112

Matthew Westley
Mattheww04@vt.edu
571-457-9552

Education: B.S. Real Estate, Expected graduation: May 2027

Minor: N/A looking into Finance

Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA

GPA: 3.51/4.0

SKILLS: Excel, Civil engineering projects, All Microsoft processing apps, Autodesk inventor

EXPERIENCE: PLTW HS program completed 4 years of engineering classes through Charles J. Colgan HS.

Worked at Complete game in Manassas VA as a baseball assistant hitting instructor.

Self-Employed: Did lawn care work for the neighborhood I grew up in from March 2017 to about April 2018. Had very good compliments about how good of a job I was able to do at such a young age. Had numerous compliments about how hard of a worker I was.

Activities: High school JV basketball 2019-2020 and 2020-2021

High School varsity baseball 2019-2023

Partly participated in fin friends at Charles J. Colgan HS a special needs program

Utility player for the Virginia Tech baseball team

Stars showcase baseball (travel baseball team) 2014-2023

Honors: Freshman offensive player of the year during 2019-2020 season.

First team all-region 2022, First team all-district 2022, First team all-district 2023, First team all-region 2023, First team all-state 2023, Cardinal district player of the year 2023, Co region player of the year 2023, First team all metropolitan 2023. Academic honors all 4 years of HS, PLTW certification.

Interests: Baseball, Basketball, Football, Engineering, architecture, cars, homes

College Address:
306 Hunt Club Rd, Apt 4300I
Blacksburg, VA 24060

Leah Williams
Leahwms10@icloud.com
240-751-8261

Permanent Address:
2204 Caymus Ct
Virginia Beach, VA 23454

- EDUCATION** **B.S. Marketing**, Expected graduation: May 2026
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.75
- SKILLS** **Software:**
Excel
- EXPERIENCE** **Hostess**, Beach Cinema Alehouse, Virginia Beach ,VA. Spring 2022- Fall 2022
- Work 25 hours each week to earn money for college.
 - Built connections with other coworkers and networked.
 - Given large amounts of positive feedback from customers to my bosses
- Latin Tutor**, Norfolk Christian Schools, Norfolk, VA. Summer 2021 - Spring 2022
- Helped students grow their knowledge and understanding of material in the classroom.
 - Provided materials to students to help with their knowledge of the subject.
 - Helped with homework and in class work to improve their grades.
- ACTIVITIES** High School Club Lacrosse Team, Summer 2018-2019
High School Junior Varsity Softball Team, Spring 2019
High School Varsity Basketball Team, Winter 2021-2022
High School Varsity Golf Team, Spring 2022
- HONORS** High School Deans List, Fall 2020-Spring 2021
High School High Honor Roll, Fall 2021-Spring 2022
- INTERESTS** Golf, traveling, reading

College Address:
440 Drillfield Drive, Virginia Tech
Blacksburg, VA 24061

Austin Talbot Winborne

austinwinborne@gmail.com
1 (757) 646-6009

Permanent Address:
2832 West Gibbs Road,
Virginia Beach, VA 23457

- EDUCATION** **B.S. Real Estate**, Expected graduation: May 2027
Minor: Property Management
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 2.7
- SKILLS** **Software:** Excel
Other Skills: Managerial Experience
- EXPERIENCE** **Manager**, Tab Winborne Corporation, Carova Beach, NC. Summer 2019–present
- Manages the pool and spa division of Tab Winborne corporation on the 4x4 beaches.
 - Tended to cliental needs as well as any rental complaints regarding the pool and spa.
 - Trained multiple employees.
- Volunteer Work**, Delegate Barry Knight Fall Festival, Virginia Beach, VA. Fall 2019 - Present
- Helped set up, clean up, and run the event as well as greeting guests.
- Volunteer Work**, Oak Grove Baptist Church, Virginia Beach, VA. 2022 – 2023
- Helped run various events over the years including vacation bible school during the summertime.
- Volunteer Work**, Delegate Barry Knight Fall Festival, Virginia Beach, VA. Fall 2019 -
- Helped wash fire trucks.
- ACTIVITIES** Phi Kappa Tau Fraternity, Member, Virginia Tech, Fall 2023 - Present
National Wild Turkey Federation, Member, Virginia Beach, VA, 2019 – Present
Ducks Unlimited Foundation, Member, Virginia Beach, VA, 2022 - Present
National Honor Society, Member, Virginia Beach, VA, 2021 - 2023
- INTERESTS** Stock Trading and Investing.
- REFERENCES** Barry Knight:
- Email: DelBKnight@house.virginia.gov
 - District Office: (757) 426-6387
 - Capitol Office: (804) 698-1081

COLLIN JAMES WRIGHT
collinthehokie@vt.edu • 757-894-9613
Virginia Tech, Sophomore
1630 Patrick Henry Drive, Blacksburg, VA 24060

Sophomore at Virginia Tech with an aspiring future of success.

Obtain exceptional grades, 150+ hours of community service, participate in sports/extracurricular activities, treasurer of NHS, class of 2022 Vice President, Class of 2022 Valedictorian, worked multiple part-time summer jobs, and love to help others. Family, friends, and my teachers are huge impactors of my success.

EXPERIENCE

MAY 2022-PRESENT

Barista at Amarin Coffee USA, Chincoteague Island, VA

I have around 2 years of experience working a part-time summer job as a barista at a very popular coffee shop. This job gets extremely busy and requires an immense amount of hard work, concentration, and memorization.

MAY 2019-2021

TACO BUILDER AT PICO TAQUERIA, CHINCOTEAGUE ISLAND, VA

I helped build and manage the making and distribution of food to our customers. I got to work early in order to set up and prepare for the busy day ahead, and often worked 6—8-hour shifts. My position at Pico was very strenuous and stressful, but ultimately taught me the importance of work.

MAY 2015-OCTOBER 2017

BUSBOY AT WRIGHT'S SEAFOOD RESTAURANT, ATLANTIC, VA

Bussed tables, washed dishes, and eventually worked up to food prep at my grandfather's restaurant before he retired. Was my first job and taught me the premise of hard work.

MAY 2018-October 2018

FOOD MANAGER AT BAILEY'S ISLAND BURGERS, Chincoteague Island,VA
Prepared food alongside my boss for customers. Was my first nonfamily-related employment. Built burgers, hot dogs, fries, etc.

EDUCATION

AUGUST 2007-2022

HOLLY GROVE CHRISTIAN SCHOOL WESTOVER, MD

- *Received multiple end of the year course awards.
- *Principal's list in all quarters every year.
- *Inducted into NHS
- *Participate in soccer, basketball, choir, student government, and multiple AP classes
- *4.26 Weighted, 4.0 Unweighted GPA
- *Class of 2022 Vice President
- *Class of 2022 Valedictorian
- *NHS Treasurer

August 2022-Present

- *Received multiple academic scholarships
- *Began studying Physics but will soon be switching to Finance and Real Estate

COURSES

AP WORLD HISTORY, AUGUST 2019-MAY 2020 @ HOLLY GROVE

AP US HISTORY, AUGUST 2020- MAY 2021 @ HOLLY GROVE

AP LITERATURE, AUGUST 2020- MAY 2021 @ HOLLY GROVE

AP LANGUAGE, AUGUST 2021-PRESENT

AP CALCULUS, AUGUST 2021-PRESENT

SKILLS

- Ability to work as a Team
- Time Management
- Writing
- Leadership

- Communication Skills
- Helping Others
- Sports
- Adaptability

ACTIVITIES

Varsity Soccer
 Varsity Basketball
 National Honors Society
 Senior Class VP
 Junior Prom Committee
 Youth Group
 4-H Gun Club
 ~(In College)
 Delta Chi Fraternity
 Intramural Soccer
 Ridgeline Anglers Fishing Club

HOBBIES

Soccer
 Basketball
 Hunting
 Fishing
 Time w/ Friends and Family
 Watching Sports
 Photography

AWARDS

*Multiple Academic Awards at End of the Year Ceremony
 *Scholar Athlete Award
 *ESIAC 2019 All Conference Honorable Mention (Soccer)
 *ESIAC Regular Season Champions (Soccer)
 *Carson Scholarship Nominee
 *Class of 2022 Valedictorian

PROJECTS

*Vacation Bible School for Church
 * Photographer for Mike Sterling Race
 *Seagull Century

*Sound/Camera for Church Services

*Elks Club Kids Festive Parties

*NHS Community Service Projects

*Philanthropy Work through Delta Chi and Sorority
Relations

*Over 150 Service Hours

College Address:
115 Slusher Hall, Virginia Tech
Blacksburg, VA 24061

Haroun Zadv
haroun_zadv@hotmail.com
703-589-2421

Permanent Address:
43534 Golden Meadow Cir
Ashburn, VA 20147

EDUCATION **B.S. Accounting**, Expected graduation: May 2025
Minor: Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.59

SKILLS **Software:** **Other Skills:**
Excel Word French Fluency
Python QuickBooks Public Speaking

EXPERIENCE **Busser**, Buffalo Wing Factory, Ashburn, VA. November 2019 - March 2020

- Acquired my first job right upon turning 16.
- Maintained overall cleanliness of restaurant and helped coworkers with any of their needs.
- Let go in March along with many employees due to the pandemic.

Server, Blue Ridge Grill, Ashburn, VA. July 2020 - August 2021 & Summer 2022

- Hired as a food runner then promoted to server upon turning 18.
- Resolved guest complaints to ensure complete customer satisfaction and workforce effectiveness.
- Kept up to date on the menu and special offers, helping guests place orders and recommending specific items based on consumer preferences & allergies.

Temporary hire, Robert Half, Northern Virginia. June 2023– August 2023,

- Worked at professional events such as the Cyber Security Summit hosted by the CyberRisk Alliance.
- Worked as a receptionist at a condominium in Tyson’s.
- Gained experience in working long hours.

ACTIVITIES VT Ski Club, 2021 – present
The National Society of Leadership and Success, 2022 – present
High school soccer 2017 - 2021

HONORS Dean’s List 4 out of 5 semesters.

INTERESTS The real estate business, learning new languages, and staying healthy.

Viviana Zamora

College Address:
217 Golden Harvest Circle,
Blacksburg, VA 24060

vivianaz22@vt.edu
(786)-406-9841

Permanent Address:
8535 NW 189 Ln, apt. 2705
Miami, FL 33015

- EDUCATION** **B.S. Architecture**, Expected graduation: May 2027
Minor: Ecological Cities and Real Estate
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0
- SKILLS** **Software:**
Excel Rhino
Photoshop AutoCAD
- EXPERIENCE** **Gym Front-Desk Employee**, Amped Fitness, Pembroke Pines, FL Summer 2022,
Winter 2022, Summer 2023
- Work 20-40 hours per week to help fund college education.
 - Increased customer base for the gym through referrals for quality work.
 - Offered Front Desk Management position.
- Self-employed**, Makeup Artist, Miami, FL. 2020-2022
- Promoted my business on social media, generating over 50 clients.
- ACTIVITIES** High School Student Government Association (SGA), Vice President 2020-2022
Youth Group Leader for Home church (Miami), 2018-2022
Virginia Tech Chi Alpha Ministries Leadership Team, 2023-present
High School Junior Varsity Soccer Team, 2018-2020
Recreational Soccer Team, 2018-2022
Volunteer Elementary School Tutoring, 2018-2020
- HONORS** AP Scholar Award 2022
- INTERESTS** Sustainable Design and LEED construction

Riley Zell

Virginia Beach, VA 23456 | www.linkedin.com/in/rileyzell | 757-650-4705 | Rileyzell@vt.edu

OBJECTIVE

Summer 2024 Internship in the Human Resource field on the East Coast.

EDUCATION

Virginia Tech, Pamplin College of Business, Blacksburg, VA	Expected Graduation: May 2025
B.S. in Business, Human Resource Management	
B.S. in Business, Hospitality and Tourism Management	GPA: 3.53/4.00
Minor: Event and Experience Management	Dean's List (5x)

WORK EXPERIENCE

Inn at Virginia Tech & Skelton Conference Center	Blacksburg, VA
Sales and Conference Planning Administrative Intern	Oct 2023 - Current
<ul style="list-style-type: none">Lead the efficient coordination and strategic planning of conferences, meetings, and events.Ensure accuracy while consistently delivering outstanding organizational support.	
Virginia Tech Rec Sports	Blacksburg, VA
Facilities Supervisor	Aug 2022 - Current
<ul style="list-style-type: none">Ensure employee compliance with policies and procedures to mitigate risk to patrons.Lead orientation and training for all staff members.	
Blue Seafood and Spirits	Virginia Beach, VA
Waitress	July 2018 - Current
<ul style="list-style-type: none">Demonstrate exceptional customer service by consistently exceeding guest expectations, handling high-stress situations with a calm demeanor, and building rapport to ensure a positive dining experience for all patrons.	

CLUBS AND LEADERSHIP EXPERIENCE

Alpha Phi	Blacksburg, VA
Coordinator of Campus Involvement	Nov 2022 - Nov 2023
<ul style="list-style-type: none">Developed and managed campus activities in collaboration with individual event chairs.Coordinated and participated in intramural sports leagues with other fraternities.	
Recruitment Guide	Nov 2023 - Jan 2024
<ul style="list-style-type: none">Guided 36 potential new members through the formal recruitment process.Attended Leadership Workshops.Served as a mentor before and during formal recruitment.	
Committee Member	2022 - 2023
<ul style="list-style-type: none">Bid Day Committee, Fall & Spring Philanthropy Committee, Spring Red Dress Gala Committee	
Hospitality Management Association	Blacksburg, VA
Member	August 2022 - Current
<ul style="list-style-type: none">Advisory Board Dinner Volunteer Fall 2022Advisory Board Scholarship Recipient Fall 2023	
Society of Human Resource Management, Member	April 2023 - Current
Management Society at Virginia Tech, Member	March 2023 - Current

SKILLS AND CERTIFICATIONS

-
- Skills: Recruitment, budgeting, leadership, management, marketing, and Microsoft Office.
 - CVENT: Event Management
 - Red Cross CPR/AED for Professional Rescuers with First Aid

College Address:
115 Slusher Hall, Virginia Tech
Blacksburg, VA 24061

Oscar Zhang
Oscar23@vt.edu
Your contact number here

Permanent Address:
6300 Monet Dr
Roanoke, VA 24018

EDUCATION **B.S. Real Estate**, Expected graduation: May 2027
Minor: N/A
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.2/4.0

SKILLS

- **Organization**
- **Creativity**

EXPERIENCE **Waiter**, Poke Grill Restaurant Roanoke, VA. Fall 2022 – Fall 2023

- Summers: worked 35+ hours/week; school year: worked 15 hours/week.
- Learn the to be organized and work well with coworkers
- Improvement of customer service skills

Server, Poke Grill Restaurant, Roanoke, VA. December 2023 – Present

- Have a tactic throughout the day of what is needed to be done
- Quick learner all kitchen work was easily accomplished

ACTIVITIES Karate:2019-2020

HONORS A&B Honor rolls, 2019-2022
 DECA Group, 2021-2022

INTERESTS Gym

College Address:
190 West Campus Drive
Blacksburg, VA 24061

Seth Ziman

zseth05@vt.edu
516-602-9320

Permanent Address:
24 Harriet Drive
Syosset, NY 11791

EDUCATION **B.S. Hospitality & Tourism Management**, Expected graduation: May 2027
B.S. Real Estate, Expected graduation: May 2027
Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA
GPA: 3.4/4.0

SKILLS

Software:	Other Skills:
Excel PowerPoint	Teamwork Time Management
	Leadership Communication

EXPERIENCE **Director of Housing**, Alpha Epsilon Pi, Blacksburg, VA. December 2023 – Present

- Develop a housing plan for the brothers of the chapter.
- Keep an up-to-date spreadsheet of the current houses the brothers have on lease and who can take over the leases in the future.
- Search for possible leasing options for the brothers and ensure that leases are signed to secure houses.

Retail Associate, Runners Edge, Huntington, NY. September 2022 – Present

- Created a welcoming and informative shopping experience for customers.
- Engaged with shoppers to understand their needs and preferences, offering personalized recommendations.
- Developed in-depth product knowledge of our extensive footwear inventory.

Party Coordinator, No Limit Ninja, Farmingdale, NY. February 2022 – July 2022

- Manage parties of 15-20 children that are 5-12 years old, instructed gymnastics, parkour, and trampoline skills.
- Provided a fun and encouraging environment throughout parties, classes, and camps.
- Planned and set up events while working closely with other coaches.

ACTIVITIES Hospitality Management Association (HMA), Virginia Tech, 2023 - Present
Alpha Epsilon Pi, Sigma Alpha Chapter Virginia Tech, 2023 - Present
Club Cross Country/Track & Field, Virginia Tech, 2023 – Present

HONORS Dean's List, Fall Semester, 2023

INTERESTS Theme Parks, Travel, Resorts, Basketball, Running, Cinema, Music

College Address:
 404 Hunt Club Road
 Apartment #13412
 Blacksburg, VA 24060

Hugh Zou
 hughzou2002@gmail.com
 (703)-409-8062

Permanent Address:
 5055 Tibbitt Ln
 Burke, VA 22015

EDUCATION	B.S. Marketing Management , Expected graduation: May 2025 Minor: Real Estate Virginia Polytechnic Institute & State University (Virginia Tech), Blacksburg, VA GPA: 3.37/4.0			
SKILLS	Software:		Other Skills:	<ul style="list-style-type: none"> - Customer Service - Bilingual - Emotional Intelligence - Leadership - Cultural Competence - Innovation - Interpersonal Skills - Digital Literacy - Embracing Feedback
	Excel Salesforce	Adobe Premiere Pro	Python	
EXPERIENCE	<p>Boba Barista, Vivi Bubble Tea, Fairfax, VA. July 2018 – December 2022</p> <ul style="list-style-type: none"> ● Efficiently crafted 65+ drinks per shift, showcasing speed and precision ● Elevated customer satisfaction and reviews through engaging interactions ● Solely maintained pristine store cleanliness, fostering a positive environment <p>Student Staff, West End Market, Blacksburg, VA. December 2022 – Present</p> <ul style="list-style-type: none"> ● Efficiently served and nourished hundreds of students per shift with precision ● Thrived in dynamic, team-oriented, fast-paced environments, contributing to seamless operations ● Provided exceptional customer service to diverse stakeholders, fostering positive interactions <p>Intern, LII of Seventy2 Capital Wealth Management, Leesburg, VA. May 2023 – August 2023</p> <ul style="list-style-type: none"> ● Managed intricate spreadsheets for a multi-million dollar portfolio, optimizing stock picks and overall performance ● Engaged with financial advisors, acquiring valuable insights and deepening financial knowledge ● Teamed up with interns on a simulated portfolio, generating substantial revenue through effective collaboration and strategic contributions 			
ACTIVITIES	<p>Counselor in Training, Rec-PAC Fairfax County Park Authority, 2017 – 2019</p> <ul style="list-style-type: none"> ● Orchestrated a cohesive team of 10 with positive dynamics, supporting college-aged staff ● Led diverse activities, ensuring seamless execution and dynamic teamwork ● Designed and led entertaining, educational activities for children, striking a perfect balance <p>Home Responsibilities, 2018 – 2021</p> <ul style="list-style-type: none"> ● Supported single mom during her 9 AM to 11 PM work hours ● Responsibly cared for two siblings, showcasing reliability ● Safely drove siblings to school, emphasizing commitment to their education <p>Dancer, Exodus at Virginia Tech, 2023 – Present</p>			
INTERESTS	Editing/Directing Content, Personal Fitness, Gaming, Culinary Arts, Stock Market, Fashion, Persuasion, ...			