



*McDonough School of Business
Steers Center For Global Real Estate*

Undergraduate Resume Book

Sean Barry

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Education

Georgetown University, Washington, DC

Major: Government | Minor: Theology | GPA: 3.46

Dean's List [Fall 2014, Spring, 2015, Fall 2016, Spring 2017]

Expected May 2018

Saint Edward's School, Vero Beach, FL

AP Scholar with Honors | Dean's List [2010-2014] Saint Edward's Service Award | Charles F. Clark Character Award | Jefferson Book Award |

May 2014

Work Experience

Brad Rowse Policy Fellow at the Congressional Sportsmen's Foundation, Washington, D.C.

May 2017-August 2017

- Full time summer intern working directly with the largest bipartisan caucus in Congress: The Congressional Sportsmen's Caucus
- Tracked federal and state legislation pertaining to sportsmen's rights and conservation
- Provided updates, edits and citations for policy briefs sent to a network of over 2,000 state legislators nationwide
- Created policy presentations for board meetings and events
- Helped coordinate events and briefings on Capitol Hill where I was introduced to many elected officials and important icons from the outdoor industry

Intern at Morgan Stanley, Washington, D.C.

June 2016-April 2017

- Full time summer intern in the private wealth management division and part time intern throughout the academic year (2x per week)
- Tasked with directly monitoring client portfolios and presenting detailed aggregate reports directly to the group's Senior Vice President
- Conducted monthly due diligence reports on MS backed securities as well as validated and ran reports on external securities
- Ran monthly portfolio management reports with the latest market research to help with pitch book presentations for clients

Intern at Charterhouse Capital Partners, London, England

June 2015

- Participated in meetings with banking professionals, business owners, and investors
- Learned about profit and loss statements, income statements, as well as cash flow statements
- Completed mock case study in which I was to value and propose an offer on a company
- Presented findings to staff and was critiqued on presentation skills

Leadership and Activities

Division I Varsity Athlete: Captain of the Georgetown Heavyweight Crew Team, Washington D.C.

2014-Present

- Elected as team captain for the 2017-2018 season
- Rower in 1st Varsity boat comprised of the top 8 rowers on the team since sophomore year
- 20+ hours per week dedicated to workouts, meetings, practices, and races year-round
- Manager of team budget and planner of our philanthropic fundraiser
- Recipient of AMDG award given to the rower who best exemplifies the highest level of proficiency, loyalty and strength of character

Student Director of the Georgetown Catholic Chapel Choir, Washington, D.C.

2014-Present

- Selected to be Student Director and Men's Section Leader
- Practice twice a week for a total of 3+ hours, specializing in older traditional church music
- Responsible for assisting with the liturgy by providing the music at the 9:30 P.M. Mass on Sunday Evenings

Treasurer of Georgetown College Republicans, Washington, D.C.

April 2017-Present

- 2+ hours per week dedicated to weekly board meetings as well as bimonthly general meetings to plan and establish goals centered around our mission
- 2+ hours per week to manage and coordinate financials for events and speakers
- Responsible for filling out appropriate paperwork for administrative purposes

Member of the Georgetown University Real Estate Club (GUREC), Washington, D.C.

Present

- Partake in property tours, guest speaker series and real estate and finance specific skill workshops

Urban Land Institute Associate Member

Present

- A Real Estate organization dedicated to fostering growth, sharing knowledge, and exploring urbanization, conservation, regeneration and land use development

Saint Edward's School, Vero Beach, FL

2010-2014

- **Class President Junior and Senior Year**
 - Responsible for planning school events, delivering speeches at special ceremonies, and speaking at weekly school assemblies when needed
 - Conducted weekly meetings with other elected officials and organized grade participation in community service outreach and other activities
- **National Honor Society President Senior Year**
 - Led meetings once a week and organized service events and other academic programs
- **HOBY Youth Leadership Award**
 - Awarded to one sophomore student at Saint Edwards with outstanding leadership skills
 - Represented Saint Edwards at statewide leadership conference focused on leadership, service and innovation
- **Saint Edward's School Rowing**
 - Varsity Member (2011-2014) and team captain junior and senior year
 - Finals at SRAA Youth Nationals in the Men's Varsity 4+ in 2013; Stotesbury Final in the Men's Varsity 4+ in 2014
 - Scholastic State Champion in the Men's Varsity 4+ in 2014

Service

Chapel Choir Service Outreach

2014-Present

- Throughout the year, the Chapel Choir participates in charitable outreach programs around campus and the D.C. area

Sponsor a Family: Faculty and Staff Assistance Program

2014-Present

- Annually provide Christmas gifts for a family of a faculty or staff member in need
- Selected as one of the team leaders in charge of organizing and coordinating shopping efforts

Friday Foods

2015-2016

- Met every Friday with other Georgetown students to make and distribute sandwiches for individuals that are experiencing homelessness

Skills and Interests

Professional Singing

- Hired to sing at weddings and cantor at Masses

Computer Skills

- Proficient in all Microsoft Programs
- Coding experience with HTML and Javascript

Personal Interests

- Outdoor activities, singing, guitar playing, investing, sports

Leigh Chevallier

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Education

Georgetown University, McDonough School of Business, Washington, D.C. Expected Graduation: May 2018
Majors: Finance & Accounting GPA: 3.48/4.0

Experience

Deloitte Tax LLP New York, New York
Tax Summer Intern **June 2017 - August 2017**

- ♦ Help prepare compliance work for Core Commercial clients within the Business Tax Services line
- ♦ Shadow various Core Commercial professionals to assist in providing tax advisory services for partnerships, corporations, and trusts

Susquehanna International Group New York, New York
Intern **June 2016 - July 2016**

- ♦ Completed a rotational program through the research, research sales, and sales trading departments
- ♦ Projects included: Oilfield Services initiation, special situations research, spin-off database, morning call summaries

Outcome Tutoring Washington, D.C.
Accounting Tutor **January 2016 - Present**

- ♦ Started tutoring for Outcome Tutoring, a new student-run company, in January of 2016
- ♦ Tutor students in accounting courses, including Financial Accounting, Managerial Accounting, and Intermediate Accounting

Prescott Group Capital Management Tulsa, Oklahoma
Intern **August 2015**

- ♦ Assisted in researching and analyzing different small-cap and mid-cap companies
- ♦ Gained experience in money management and financial modeling

Janada Batchelor Foundation for Children (JBFC) Mwanza, Tanzania
Intern & Ambassador **July 2015**

- ♦ Explored the field of international development by volunteering in JBFC's school in Tanzania. Continue to fundraise on behalf of JBFC

Mysock, Chevallier & Bolden LLC Tulsa, Oklahoma
Intern **January 2014**

- ♦ Prepared tax return packets for clients of the law firm

Extracurricular Involvement

Sursum Corda Washington, D.C.
Volunteer **August 2015 – Present**

- ♦ Tutor and mentor the students who participate in the Perry School after school program two hours a week

McDonough Women Cohort Washington, D.C.
Member **August 2016 - Present**

- ♦ Seek to empower females in the McDonough School through leadership development and mentorship

Fabretto Case Competition, McDonough School of Business Washington, D.C.
Student in class taught by Dean Coburn **November 2014**

- ♦ Collaborated with 5-member team to examine case regarding Fabretto, a non-profit organization
- ♦ Presented a social media, fundraising, and volunteer retention plan to Fabretto and later used by Fabretto

Technical & Language Skills

MS Office (Excel, PowerPoint, Word), Social Media Strategy

Interests

Yoga, intramural soccer, community service (domestic and international)

Giulia Nardi Martins

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EDUCATION

- Georgetown University**, School of Foreign Service, Washington, DC *August 2014 – Present*
Bachelor of Science in Foreign Service, May 2018
Major: International Political Economy, GPA: 3.85, First Honors (2 Semesters), Second Honors (3 Semesters)
Relevant Coursework: Intermediate Microeconomics, International Finance, Econometrics, Trade (INAF 508 & ECON 484)
- IES Abroad (Humboldt University)**, Language and Area Studies, Berlin, Germany *August 2016 – December 2016*
Coursework: Honors Seminar in International Relations, Germany and European Unification
- Colégio Visconde de Porto Seguro**, Foreign Trade Technical Course, Sao Paulo, Brazil *January 2011 – December 2013*
Relevant Coursework: Economics, Import/Export, Exchange Practices

EXPERIENCE

- Citi**, New York, NY *June 2017 – August 2017*
Investment Banking Summer Analyst - Real Estate Group
- Elaborated materials for live transactions (sell-side M&A, bond issuance, IPO), pitch books and internal compliance documents. Worked with Excel and PowerPoint using Factset, SNL and Green Street Advisors data
 - Collaborated on potential buy-side transaction of non-traded strip center REIT
 - Three-step transaction consisting of asset contribution and preferred equity issuance, IPO and conversion to common shares
 - Produced illustrative pro forma capitalization, illustrative IPO valuation and return analysis (IRR and MOIC)
 - Attended client meeting to discuss proposal
 - Worked on potential \$600 million sell-side transaction of lodging FIBRA
 - Created C-Corp global lodging market and company performance overviews and assisted with LBO analysis
- Summer Analyst (Sophomore Leadership Program - SLP)* *June 2016 – August 2016*
Description: 10-week program with 3 rotations: Real Estate (IB), Money Markets Origination (CMO) and Equity Sales (S&T)
- Researched one of Citi's Platinum Clients with 4 other SLP analysts, and presented the project to Citi's senior management, including James Forese, President of Citigroup and CEO of Institutional Clients Group
 - Analyzed and sorted data on excel to elaborate tables, charts and power point presentations (IB and CMO rotations)
 - Researched credit facilities in company filings in order to help the team size commercial paper programs (CMO)
 - Produced daily market commentaries and pitched a macro trade idea to the Equity Markets Division (S&T)
- The Corp**, Georgetown University, Washington, DC
Description: student-run business at Georgetown with annual revenue above 5.8 million dollars. The company runs 4 coffee shops, 1 grocery store, 1 salad shop and seasonal services on campus
- Line/Prep Manager*, The Hilltoss (salad bar) *January 2015 – Present*
- Lead teams of 4-5 people in the preparation of ingredients and stocking in light of FDA regulations
 - Manage front-house assuring that operations run correctly and customers receive high-quality service
 - Three 3-hour shift per week
- Middle Manager of Finance*, The Hilltoss *April 2015 – January 2016*
- Evaluated and updated products costs, produced income statements and managed cash inflow
- Georgetown University**, Washington, DC *September 2015 – Present*
Teaching Assistant and Tutor of Economics
- Assist Georgetown students with homework and exam preparation for Economics classes (Micro, Macro and Int'l Trade)
 - Hold 1-hour office hours once a week and 3-hour ones before exams
 - Conduct 50-minute recitations and 2-hour sessions once a week to service approximately 30 students

EXTRA-CURRICULAR ACTIVITIES

- Brazilian Club**, Georgetown University, Washington, DC *January 2015 – May 2016*
Academic Board Director
- Planned, advertised and executed events that promoted Brazilian culture (three movie nights, two events about Politics in Brazil)
- Office of Residential Living**, Georgetown University, Washington, DC *July – August 2015*
Summer Residential Assistant
- Supervised 32 high school students helping them with social, educational and personal issues
 - Developed activities to build community (e.g., movie nights and scavenger hunt about DC facts)

SKILLS & INTERESTS

- Languages: Native Portuguese, fluent English, advanced German (C1 Certificate) & elementary Spanish (B2 Certificate)
- Sports: Tennis (ranked 8th in the state of Sao Paulo, 2013), boxing, running
- Cooking: Fine Cooking I (Institute of Culinary Education, New York 2015)

Alexander Winslow Van Hollen

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EDUCATION

Georgetown University

Washington, D.C.

Bachelor of Arts and Sciences

Class of 2018

- Major: Economics; Minor: Government
- Cumulative GPA: 3.0/4.0
- Relevant coursework: Intermediate Macroeconomics + Microeconomics; Econometrics; International Finance + Trade; Economic Statistics; Current Issues in American Economic Policy

Emory University

Atlanta, Georgia

Relevant Coursework: Business Economics; Business Statistics; Economics of Sports

August 2014 – May 2015

- Men's Varsity Soccer Team

Bethesda-Chevy Chase High School

Bethesda, Maryland

- Lazarus Leadership Fellow
- Captain, Men's Varsity Soccer Team
- Business Manager, Bethesda-Chevy Chase Tattler (student-run newspaper)

Class of 2014

WORK EXPERIENCE

The Donohoe Companies

Bethesda, Maryland

Development and Finance Intern

June 2017 – August 2017

- Created financial analyses including cash flow projections and investment return calculations using Excel
- Analyzed multi-family properties financial statements and comparable rents and sales in the region
- Worked with financial analysts to keep project-specific economic models up to date

Holland & Knight LLP

Washington, D.C.

Public Policy and Regulation Intern

June 2016-August 2016

- Assisted partners and public policy advisors in drafting of memoranda and press releases
- Conducted research, tracked legislation, and reported on congressional hearings
- Helped prepare PowerPoint presentations and Excel spreadsheets for clients

Ogilvy Public Relations

Washington, D.C.

Corporate and Public Affairs Intern

June 2015-August 2015

- Conducted weekly new business research to inform account leads on possible client campaign platforms
- Developed targeted media lists of reporters covering issues important to various clients
- Successfully pitched media to obtain coverage for non-profit, association and industry clients

EXTRACURRICULAR AND LEADERSHIP EXPERIENCE

Georgetown Real Estate Club

Washington, D.C.

Member

2016-Present

- Attend property tours, speaker events, and other educational opportunities to learn more about the commercial real estate industry

Georgetown Men's Club Soccer and Golf Team

Washington, D.C.

Team member

2015-Present

- Maintain my competitive drive and love of sports through weekly practices and weekend travel to compete against other universities throughout the East coast region

Somerset Youth Bike Safety Academy

Bethesda, Maryland

Co-Founder

2013-2014

- Founded a summer youth bike safety program to educate elementary school students on bike safety and the importance of environmental friendly transportation alternatives

Nyumbani Children's Orphanage and Village

Nairobi, Kenya

Volunteer

Summer 2012

- Volunteered at a Jesuit-run orphanage for HIV/Aids affected youth in Kenya

SKILLS AND INTERESTS

- STATA, Excel, PowerPoint, and Word
- Soccer, Golf, Skiing, Social Entrepreneurship, Travel