

April 20, 2022

Current and Future Employers
of SCSU Real Estate Students

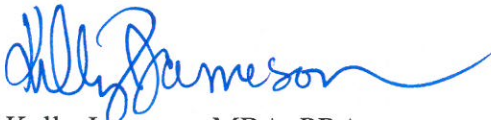
Dear Employers:

Enclosed you will find the Real Estate Resume Book for 2021-2022. You will notice that some of the resumes are for students graduating this academic year seeking career opportunities and some are for students interested in internship positions for the summer of 2022.

We have also included a partial list of those companies and government entities that have hired SCSU real estate grads in the past, a brief vita of the real estate faculty, and the course requirements for real estate majors at SCSU. In addition to our real estate majors, you will find resumes of some of our real estate minors as well as members of the SCSU student Real Estate Association and students pursuing a real estate certificate for license credit. We feel they are all well prepared to enter the real estate industry.

We hope you find this a useful tool in meeting your future staffing needs. If you have any specific questions about our program or about an individual in the real estate program, please feel free to contact me.

Sincerely,



Kelly Jameson, MBA, PRA
Minnesota Chair in Real Estate
Associate Professor
St. Cloud State University
kajameson@stcloudstate.edu



St. Cloud State University

Real Estate Resume Book

2021-2022

Real Estate Faculty

Kelly Jameson, MBA, RPA

Kelly Jameson is Associate Professor of Real Estate and Finance at SCSU and holder of the Minnesota Chair in Real Estate. She received her B.A. in Real Estate from St. Cloud State University in 1998 her M.B.A. at the Carlson School of Management in 2004. Kelly worked as a commercial property manager for Welsh Companies and for United Properties and as the Vice President of Development for the St. Paul Port Authority.

She has taught for SCSU since 2005, on a part time basis until 2013 when she was hired on permanently. Her duties as the MN Chair include marketing and promoting the real estate program, teaching and advising students in the real estate program, advising the student Real Estate Association, and working with the Real Estate Alumni Association, assisting in the placement of grads, and interacting with professional organizations in the real estate industry. She has taught Real Estate Principles, Real Estate Property Management, Real Estate Finance and Investment and Managerial Finance.

Kelly has led two study abroad programs teaching in England at Alnwick Castle in 2014 and 2019. Kelly has supervised the NAIOP University Challenge project for seven years and attended the Institute of Real Estate Management (IREM) Global Summit three years with several students. Kelly has published in the Journal of Property Management and the Journal for Real Estate Practice and Educations, and won a manuscript prize for best real estate education paper from the American Real Estate Society (ARES) in 2018 for her paper, "Infusing Cultural Differences into Complex Real Estate Projects."

In 2021-2022 Kelly taught Real Estate Principles, Real Estate Management, Real Estate Appraisal and Managerial Finance

Dr. Seongsu Kim

Seongsu Kim is an Assistant Professor in the Department of Finance, Insurance, and Real Estate of Herberger Business School at St. Cloud State University. As a native South Korean, he grew up in Germany when his father was pursuing his doctoral degree. Dr. Kim earned his Ph.D from the University of Georgia. Seongsu is teaching classes in real estate and finance, and his primary research interests reside in topics that relate to real estate. Seongsu got interested in studies on real estate because of this maternal grandmother, who made a fortune in land and real estate investments while working as a middle school history teacher. Seongsu's parents currently live in South Korea, and he has a younger brother who is an Assistant Professor of Management at the business school of Western Kentucky University.

In 2021-2022 Seongsu taught Real Estate Principles, Real Estate Finance and Investments and Managerial Finance.

Real Estate

88 Credits

Lower Division Business Core One		
Course	Title	Credits
HBS 111	Orientation to the Business School	1
ENGL 190/191/198/291	Writing	4
ACCT 291*	Accounting 1	3
CMST 192	Introduction to Communication	3
Math 112/196*	Math Requirement	3

Lower Division Business Core Two		
ACCT 292	Accounting 2	3
IS/STAT 242*	Business Statistics	4
BLAW 235	Business Law and Ethics	3
CSCI/CNA 169*	Computers in Society	3
ECON 205	Macroeconomics	3
ECON 206	Microeconomics	3

*C- needed. Bold: 2.4 GPA and 12 credits needed to enroll

Upper Division Business Core		
HBS 211	Career Essentials	1
MGMT 201	Intro. to Professional MGMT	3
MKTG 220	Introduction to Marketing	3
IS 340	Management Information Systems	3
FIRE 371	Managerial Finance	3
MGMT 383	Operations Management	3
MKTG 333	Business Communications	3
MGMT 497	Strategic Management – Final sem.	3

Major Required Courses		
FIRE 375	Risk Management and Insurance	F, S, Sum
FIRE 378	Real Estate Principles	F, S, Sum
FIRE 386	Real Estate Property Management	F
FIRE 483	Real Estate Finance & Investments	F
FIRE 484	Real Estate Appraisal	S
BLAW 434	Real Estate Law	F
ECON 465	Urban & Regional Economics	S
CMTY 200	Cities, Suburbs, & Small Towns	F, S

Elective Courses
Courses selected in consultation with advisor. Select 9 credits from one of the following areas:
Brokerage Management
Sales and Marketing
Building and Construction
Finance and Investments
Planning and Development
Real Estate Appraisal
Property Management
Insurance

Office Manager

Michelle Walz, CH 463
Email: fire@stcloudstate.edu

Minnesota Chair in Real Estate

Kelly Jameson, CH 477
kajameson@stcloudstate.edu

Upper Division Status

Requirements:

- 2.65 GPA
- 40 Earned Credits
- Core One Completed
- Core Two Enrolled

Student Organizations

- Real Estate Association
- Delta Sigma Pi
- BSEC
- Entrepreneurship Club

Real Estate Major Requirements (33 credits)

Required (24):

FIRE 373	Investment Principles
FIRE 375	Insurance Principles
FIRE 378	Real Estate Principles*
FIRE 386	Property Management
FIRE 483	Real Estate Finance and Investments
FIRE 484	Real Estate Appraisal*
BLAW 434	Real Estate Law*
CMTY 200	Cities and Communities

***These classes are approved by Minnesota Department of Commerce for Real Estate Salesperson and Appraiser Trainee Pre-License Credit.** I would want these to be the three required classes for the minor and the certificate.

(Emphasis Area Electives) Select three electives in consult with advisor. Required (9):

Brokerage and Sales
Property and Asset Management
Appraisal
Finance and Investments
Development and Construction

Real Estate Minor Requirements:

For business majors (15 credits):

FIRE 378	Real Estate Principles
FIRE 484	Real Estate Appraisal
BLAW 434	Real Estate Law

And choose two real estate electives with advisor

For non-business majors (24 credits):

ACCT 291	Accounting I
ACCT 292	Accounting II
BLAW 235	Business Law
FIRE 378	Real Estate Principles
FIRE 484	Real Estate Appraisal
BLAW 434	Real Estate Law

And choose two electives with advisor

Real Estate Certificate Requirements (9 credits):

Open to all majors – NO PREREQUISITES

FIRE 378	Real Estate Principles
FIRE 484	Real Estate Appraisal
BLAW 434	Real Estate Law

A Partial List of Employers of SCSU Alumni

21 st Century Bank	CBRE Capital Markets
A to Z Properties, Inc.	CBRE Brokerage Services
Access American Transport	CBRE Global Corporate Services
Affinity Plus Federal Credit Union	CBRE.com
Agilaire, LLC	CBRE Valuation and Advisory Services
AIG Global Real Estate Investment Corp	Central Minnesota Credit Union
Air Force	Central MN Development Company
Aitkin County Assessor's Office	Central MN Surgical Center
Alatus LLC	ChadWick Real Estate Appraisals
Allen Lee Homes	Chau Appraisals
Allstate Insurance Company	Christopher and Banks
Amergy Bank	CHS, Inc.
American Bank of the North	City of Bloomington
American Eagle Airlines	City of Brooklyn Center
American Family Insurance	City of Brooklyn Park
Ameriprise Financial	City of Eden Prairie
Ampere	City of Edina
Anchor Bank	City of Maple Grove
Anoka County Assessor's Office	City of Minneapolis
Arrow Companies	City of Minneapolis-CPED
Artexsys, Inc.	City of Minnetonka
Arthro Care Sports Medicine	City of St. Cloud
Assured Financial ,LLC	Coldwell Banker A. Adler & Associates
Athelon Enterprises	Coldwell Banker Burnet Relocation
Bank Forward	Coldwell Banker North Shore
Bank of America	Colliers International
Bankers Mortgage	Colorado Virtual Academy
Bayer Built Woodworks	Core Power Yoga
Bear Development	Cosmos Appraisals
Bear Island Land Co.,Inc	Credit America Savings Company
Bell Mortgage Division of State Bank and Trust	Cresa Minneapolis
Beltmann Relocation Group	Crossroads Trailer
Big lots	Crown Appraisals , Inc.
BMS Intermediaires	Cushman & Wakefield /NorthMarq
Bobalouies Grill & Sports Garden	CVS Pharmacy
Borgelt, Powell, Peterson & Frauen, S.C.	Dakota County Assessor's Office
Boston Scientific	DDK Construction
BRKW Appraisals	Demuth Agency, Inc.
Brookfield Office Properties	Denbny's Inc.

bSharp Creative Marketing
Buell Consulting
Buffalo Wild Wings
Burnet Relocation Group
C & O Services – Superior Exteriors MN
Cambridge Properties
Capstone Homes
Cardinal Homebuilders, Inc
Cargill, Inc
Carleton Property Services
Cash in a Flash ATM Services
Cassidy Turley
CB Richard Ellis
CBRE
Edina Realty
Edina Realty Maple Grove
EdwardJones
Ehlers and Associates
EKJ Appraisals
Electrolux
Elite Real Estate Services
EMCOR Facilities Services, Inc.
EnviroBate Metro
Epicore Software
Ever-Green Energy
Farm Bureau Financial Services
Fast Refund Tax Service
First Movers Advantage , LLC
First National Bank Wadena
First National Bank Cold Spring
Fleet Service
Forsythe Appraisals , Inc.
FXP,LLC
G & C Seeds
Gaia Real Estate Investments
Gamades Properties
General Mills, Property Taxes
Depuy Synthesis Mitek Sports Medecine
Direct Financial
District 740 Melrose
Diversified Real Estate Services, Inc.
Dixon Property and Appraisal.LLC
DNR
Dominium Development and Acquisition
Doran Companies
Dotzler Appraisal Service
Dougherty & Company, LLC
Duff & Phelps
Duluth Courthouse Field Office
DW Jones Management
Eagle's View Landscaping
IW Research & The Diedrich Walsh Marketing Group
JH Callahan & Associates
Johnson Builders & Realty
Jones Lang LaSalle
Joseph Mako Appraisals
JP Morgan Asset Management
JP Morgan Chase
JSH Properties, Inc.
Just For Kix
Kalahar Appraisal
Karvel Rodning & Associates
Keller Williams Premier Realty
Kelly Computer Supply Company
Kenneth D.Kirby ,Inc.
Kensington Bank
Klein Bank
Knudson Farmers Insurance Agency
Kuepers Inc. Architects and Builders
Kurth Adjusting and Insurance Services
KW Commercial
Lancet Data Sciences
LaNel Financial Group
Lang Nelson Associates

Geo-Comm, Inc.
GMAC RFC
Goetsch Enterprises
Gold Eagle Realty
Goldmark Schlossman Commercial Real Estate
Gonyea Commercial Properties, Inc.
Granite City Real Estate
Grant County
Graybar Electric
Great Clips, Inc.
Grea Floors
Greater Insurances Services of Baudette
Greco Properties
Greystone Serving Co.,Inc.
GTRE Commercial-Valuation Services
Gustafson Appraisal / Coldwell Banker
Hempel
Hennepin County Assessor's Office
Heying Development Corporation
Hines
HJ Sims
Home Federal Savings Bank
Homeowers Mortgage Corporation
Hormel Foods
Horstmann Enerprises
Hosch Appraisal & Consulting, LLC
Hospitality Services
Housing Community Works
HR Green
Hudson Baking Company
ING Direct
INH Property Management
Integra Realty Resources
Internal Revenue Service
IRET Properties
Nagell Appraisal & Consulting
Natixis Investment Banking
Network Access Products
New London Real Estate
Nicollet Partners

Lanz Appraisal , LLC
Lend Smart Mortgage
LeSueur County Assessor's Office
Liberty Savings Bank
Lifetime Fitness
Lloyd Companies
Lunda Construction
Lynskey & Clark Company
MacCel Management, Inc.
Macieji Consulting
Mainstreet Appraisals
Mangelsen Appraisals
Marcus & Millichap
Mark A. Oehrlein Appraisals, Inc.
Marketplace Home Mortgage
Mayo Clinic
Megastar Financial Corporation
Meridian Real Estate Group , LLC
Meritex Enterprises, Inc.
Metro Group Real Estate
MFC Properties Corporation
Michael Bownik Appraisals
Mid-America Real Estate
MidCountry Bank
Midwest Maintenance & Mechanical
Miller Auto Plaza
Minneapolis Appraisal Source, Inc.
Minnesota Adult & Teen Challenge
Minnesota Army National Guard
Minnesota Business Finance Corporation
Minnesota Commercial Property Tax Advisors
Minnesota Department of Transportation
MN Valley Realty
Murdock's Ace Hardware
Musky Tackle Online
RiverSource Life Insurance Company
RJR Insurance Agency
Robert Lindahl Realty , Inc & Dungarvin,Inc
Roberts Management Group
Ruhland Commercial Consultants

NMC Consulting, LLC
Northeast Iowa Appraisal & Real Estate
Northeastern University
Northern Tool & Equipment
NorthMarq Capital
Novation Group Consulting , Ltd.
Nuveen Assets Management
Oak Grove Capital
O'Driscoll Development
Oehrlein Appraisals
Office Depot Real Estate
Olmsted County
Olympus Properties
Opus Holding , LLC
Oracle , Inc.
Oregon Trail Insurance Company
Orion Appraisals, Inc.
Orix Real Estate Capital Markets , LLC
Partners National Real Estate Group
Paster Enterprises
Patchin Messner Dodd & Brumm
Patriot Business Group
Pavek Appraisals
Pepsi-Co
Piedmont Office Realty Trust
Pine County Assessor's Office
PJH Remodeling, LLC
Platinum Properties Group, Inc.
Premier Real Estate Services
Prime Mortgage
Pro Drywall
Property Claim Solutions
Property Tax Resources, Inc.
Proto Labs
Prudential Life Insurance & Majestic Real Estate
Rabo AgriFinance
Ramsey County Assessor's Office
RE/MAX Advantage Plus
Real Estate Advisors, Inc.
Real Living Messina & Associates

Ryan Companies
Sajan, Inc.
Sanderson & Stewart
Sasaki Medical LLC
Schank Appraisal Services
Schreiner Appraisal
Scott County
Scotland Homes, LLC
SCP Control, Inc.
Scriptural Spiritual Direction
Select Group Realty
Shaw Realty
Shelter Corporation
Shenhon Company
Shorenstein Realty Services
Showcase Properties
Sibley County Assessor's Office
SML Appraisals, Inc.
Southwestern Minnesota Synod, ELCA
Spectrum Financial Group , Inc.
SPS Commerce
SRF Consulting Group
St.Cloud Appraisals , Inc.
St.Cloud City Assessor's Office
St.Cloud Post Office
St.Louis County Assessor's Office
St. Paul Linoleum and Carpet
St.Paul Port Authority
State Bank of Cold Spring
State Bank of Fairmont
State Farm Brando Walter Agency
State of Minnesota DOT Land Management
Stearns Bank NA
Stearns County Assessor's Office
Stewart Title Commercial Division
Strategic Equipment
Stuart Company, Riverview at Upper Landing
Supreme Outdoor Services
SVK Development
Tacet Resources

Red Stag Energy
Redwing Aeroplane Company
Rehabital Homes
Reineke Realty
Reit Management & Research
Remax Results
Renters Warehouse
Richie Bros. Auctioneers
RichMac Funding & Prairie Sky Financial
The Appraisal Group@Green Commercial Realty
The Bensman Group
The Darin Heller Team
The Excelsior Group
The Exceptional Home Team
The Realty House , Inc.
The RMR Group
The Valuation Group, Inc.
TheMLSonline.com
Thoresen Diaby Helle Condon & Dodge, Inc.
Thorson Homes , Inc.
Thrivent Financial
Timberland Partners
T-Mobile
Triad Guaranty Insurance
Tri-County Abstract
TST Media
U of M Real Estate Office
US Air Force
US Army
US Bank
US BankCor
US Department of Housing and Urban Development
Umax Mortgage
UMC , Inc
United Properties
UnitedHealth Group
University of Michigan Athletic Department

Taher , Inc.
Target Corporation
Target Headquarters
TCF Bank
TCF National Bank
Tech Data
Ted Glasrud Associates , Inc.
TekNecks, Inc.
Upfront-Broker.com
Upland Real Estate Group
UPM,Blandin Paper Mill
Urban Homeworks
USDA, APHIS, MRPBA, ASD, Realty
VA Hospital
Value-IT
Vanquish AP
Vermillion State Bank
Vernon Graphics and Promotions
Waialae-Larson Properties , LLC
Wakota Commercial Advisors
Warnert Development
Waters Street Retail, Inc.
Weichert Realtors / Tower Properties
Weinzel Appraisal Services
Wells Fargo Bank
Wells Fargo Home Mortgage
Wells Fargo RETECH
Welsh Property Trust
Willis of MN
Wipfli , LLP
WNC Lawn Services
Wolters Kluwer
Wright County Assessor's Office
Xerox
Zeller Realty Group

Josh Barzowski
joshbarzowski@gmail.com
St.Cloud, MN 847-749-8862

Education: **St. Cloud State University – St. Cloud, MN** **December 2021**
Bachelor of Science; Business Real Estate
Real Estate License Exam, December 2021
AACSB accredited business program

Employment:
Dominium, Albertville, MN

Leasing Specialist 2021 Sept-Present

- Generate, qualify, and close incoming leads by showing available units, amenities, and surrounding area.
- Knowledgeable of the industry and surrounding area.
- lead mediator between lessee and lessor.
- Perform property analysis and competitor analysis to determine proper unit pricing.
- Closing rate of 48.19%, approximately 17% above company average.

BJB Properties, Chicago, IL

Leasing Consultant Summer 2021

- Drive sales and generate interest in the community by providing professional tours of luxury apartment homes, amenities, and the surrounding area, regularly exceeding personal sales quota by 10% and more.
- Perform rental property price analysis for new clients using resources and software
- Lead mediator between lessee and lessor.
- Perform due diligence on prospective renters and prepare approval notifications for qualified applicants.
- Closing rate of 46.21%, approximately 11.12% above the company average.

Leasing Agent Summer 2020

- Matched potential residents with available properties based on wants/needs and budget.
- Generated leads and set up meetings through consistent phone prospecting, networking, and research.
- Nurtured lasting relationships with tenants, improving renewal rates for existing leases.
- Developed new social media marketing strategy and created successful advertising content on Craigslist.com, Zillow.com and Apartments.com.
- Scheduled prospective tenant property visits and showings.

Activities:

- **St. Cloud State University Wrestling Team, member**
 - 2017,2019, 2021 National Team Duals Champions; 2018 - 2020 National Team Champions
 - 2017 Academic All-American
- Real Estate Association Club, Member
- Boys and Girls Club, St. Cloud, MN, Volunteer
- SCSU Campus Cleanup, St. Cloud MN, Volunteer

Skills:

- Natural sales ability, poise and professional demeanor
- Detail oriented, self-starter, well organized, and able to handle multiple projects
- Ability to be quick learner and proactive in cultivating new lead
- Time management, leadership and goal driven.
- Proficient in Microsoft Office Suite (Outlook, Word, Excel, PowerPoint)
- Aggressive prospecting skills and ability to canvass diligently for business
- Proficient in Yardi/Rent Cafe and CRM.
- Experience cold calling

Information

Name: Calvin Comstock Phone: 320-291-1921 Email: calvincomstock24@hotmail.com
Address: 1106 orchid drive NE Sauk Rapids 56379

Professional Summary

Hardworking team member skilled in safely moving heavy loads manually or with help. Punctual, reliable and dedicated to teamwork. Good maintenance and repair skills with experience being a package handler.

Highly motivated to get the job done well and on time.

Always on time or early and am very reliable.

Very Trustworthy and being an athlete, I am a good team worker and problem solver. Currently, working in a team and a package handler and always trying to make everyone's day better.

I graduated high school last year with a 3.63 GPA and a current college GPA of 3.53.

Have experience with customers with real estate and volunteering in golf tournaments and restaurants. Know how to make a customer's day better and know how to complete the Purple Promise.

I am currently attending real estate licensing classes; this helps me with customers and support to find out what clients need.

When it comes to work, when I get a task, I get it done quickly and well until the client is happy. Very good with technology and problem-solving skills while working with a team for getting tasks done.

Skills

- Peoples Person
- Product packing
- Order picking and processing
- Material stacking
- Teamwork
- Package Preparation
- Package Unloading
- Sorting
- Packaging
- Fragile Item Handling
- Safety and compliance
- Warehouse Logistics
- Loading and unloading
- Labeling and boxing
- Communication skills
- Collaboration
- Consistency

- Critical thinking
- Customer Problem Resolution
- Hard Worker
- Listener
- Math
- Multitasking
- Services
- Reliable
- Tach Savvy

Work History

Package Handler|Fed Ex Ground Sauk Rapids, MN , United States - April 2021 - Current

- Inspected incoming and outgoing shipments to verify accuracy and prevent errors.
- Assembled, sealed and loaded packages into correct trucks.
- Prevented load shifting or damage by using safe lifting techniques.
- Removed jams and unblocked conveyor system to maintain flow of goods.
- Inspected equipment and used troubleshooting approaches to keep machines operational.
- Followed verbal and written instructions to properly move and ship products.
- Used hand-held scanners and physical logs to accurately track item movements.
- Informed purchasing team of missing or damaged items immediately when unloading and receiving.
- Alerted supervisors and coworkers of hazards and other issues for quick resolutions.

Achievements

- A on a roll throughout high school
- Lettering in hockey All 4 years
- Played Junior hockey
- Volunteering in golf tournaments and nursing homes
- Post-Secondary during high school

Allie Cornelius

(320) 267-1021 • ajcornelius@stcloudstate.edu
3353 21st Ave S St. Cloud, MN 56301

EDUCATION

Bachelor of Science in Marketing

May 2023

Bachelor of Science in Business Management

May 2023

St. Cloud State University (SCSU), St. Cloud, MN

- **GPA:** 3.64
- **Dean's List:** Spring 2020, Fall 2020, Fall 2021

EMPLOYMENT

Marketing Intern

May 2021-July 2021

GeoComm St. Cloud, MN

- Following GeoComm's social media plan, wrote content and posted to the companies' social media platforms
- Researched and presented ways to increase social media following and reach additional customers
- Registered company and employees for numerous industry tradeshow. Organized attendee list, event dates, payment receipts, news releases and blog postings for each of the events.

Hockey Camp Counselor/Coach

June 2019-August 2019, June 2021-July 2021

MN Hockey, Crazy Eights LLC, Central MN Development Program, St. Cloud State University

- Shared knowledge of hockey with young players, teaching them to always work hard and love the game
- Planned and led on and off-ice skill building activities for young players
- Responsible for leading a group of girls to meals, activities and overnight while in the dorms

Nanny

Cold Spring, MN

June 2018-August 2018

- Drove kids (8 and 11) to sports and theater activities and made sure they were on time with the correct equipment and provided activities for them to do when they had no planned lessons

Subway Sandwich Artist

Summer 2016 and 2017

Cloud 9 Subway, St. Cloud, MN

ACTIVITIES

Student-Athlete

St. Cloud State University NCAA Division 1 Women's Ice Hockey Team

August 2018-Present

- Devote 20 hours per week to athletic activities while enrolled as a full-time student
- Maintain strong time management skills by balancing athletic and academic responsibilities
- Demonstrate a strong work ethic, leadership skills, and discipline through 13 years of competitive sports

VOLUNTEER EXPERIENCE

Cathedral High School Student Ambassador

2016-2018

Cathedral High School Peer Tutoring

Spring Semesters 2017 and 2018

Service Trip in Tanzania, Africa

August 2017

- Assisted in teaching grade school student's math and English
- Worked with Tanzanian high school students to build a basketball court at their school

ACCOMPLISHMENTS

2017 Central MN Girls Hockey Player of the Year (St Cloud Times)

TRÉON GIVENS

Graduating Student



 St. Louis Park, MN

 612-790-2245

 Treonlamarr@gmail.com

 <http://www.linkedin.com/in/treongivens>

EDUCATION

● B.S. in Entrepreneurship & Real Estate

St. Cloud State University
2017 – 2022
Deans List in Fall 2021

● B.A. in Spanish

St. Cloud State University
2017 – 2022
GPA: 3.37

SKILLS & CERTIFICATES

- Bloomberg Certification
- Google Ads Certification
- Bilingual (English & Spanish)
- Microsoft Word
- Microsoft Excel
- Microsoft PowerPoint

RELEVANT CLASSES

- Real Estate Law
- Property Management
- Strategic Management
- Digital Marketing
- International Marketing

OBJECTIVE

I aim to secure a job, upon graduation, kickstarting my career in Real Estate. In addition, this summer I will be taking my Real Estate License Exam.

EXPERIENCE

President of the Husky Growth Fund • 2020-2022

- Displayed **leadership** by being elected as President of the Husky Growth Fund by 12 of my peers.
- **Managed a Growth Fund** valued around \$380,000 in 2020 until my departure in 2022 with the fund being valued at \$430,000
- **Researched** securities information through various online sources, including the Bloomberg Terminal.
- **Market** said securities to my peers whether to buy, sell, or pass on investment options.

NAIOP Competitor • Spring 2022

- Worked in a team of 4 to **develop a project site** into its best uses according to our market analysis, industry analysis, SWOT analysis, and expert opinions.
- Strengthened my ability to be **energetic** and **analytical** with the proposal I presented to my teammates and the judges alike.
- Commended often for pushing my team to stay ahead of time with the development by organizing our documents and schedule to **maximize efficient time management.**

Community Advisor/ Desk Assistant • 2018-2021

- Quickly **assess** situations and provide solutions as a community advisor for residents.
- Developed the ability to **adapt** to situations as new information arose.
- Complete **detailed reports** after incidents, providing an unbiased understanding of situations.
- Strategize to improve resident care and satisfaction.

Bookseller at Barnes & Noble • 2019-2020, 2021- Present

- Demonstrated ability to **effectively multi-task** in a fast-paced work environment while maintaining accuracy
- Developed **strong interpersonal skills** by providing high quality customer service.

Mishayla Gravelle

Saint Cloud, MN

Cell: (320)-282-0402

mishaylagravelle234@gmail.com

<https://linkedin.com/profile>

OBJECTIVE

Stabilized a marketing communication role to make use of skills in business communication, social media marketing, and brand planning to impact consumers and retailers.

EDUCATION

BACHELOR OF SCIENCE IN MARKETING

Anticipated Dec 2022

Herberger Business School, St. Cloud State University (SCSU), St. Cloud, MN

- GPA: 3.0

WORK EXPERIENCE

American Eagle, St. Cloud MN

Sales Associate

June 2020- Present

- Demonstrate knowledge of retail products and customer discounts for in store card holder, minimum 4 guests per shift
- Address guests concerns by using problem solving skills
- Strengthen my product knowledge
- Create and schedule at least 1 post per day to Instagram social media platform
- Teach guests to use the American Eagle mobile app to increase online transactions

Boys and Girls Club of Central Minnesota, St. Cloud MN

Was a part of Youth development services, included 12-15 employees, had educational advancement programs, career building opportunities

Youth Development Mentor

June 2019- September 2020

- Worked closely with young adolescents to build meaningful connections and healthy lifestyle habits
- Encouraged productivity amongst youth including games, outside activities and consistent schedules
- Promoted opportunity awareness and recognition of achievements by providing awards and planning celebrations

Gap Inc, St. Cloud, MN

Retail company, 15-20 employees

Sales Associate

July 2018- June 2020

- Work closely with customers to determine their needs, answer questions, and recommend solutions
- All policies, procedures and duties related to customer transactions
- Meet with General Manager to ensure a plan and develop new strategies every day

HARD SKILLS

Tech literacy, Instagram Analytics, MS Office, Dreamweaver, Networks, Product Knowledge, Cash Handling/ Credit Processing

ERIN NAVRATIL

110 Schwinghammer Dr, Albany, MN 56307 | (320) 291-6066 | erin24nav@gmail.com

EDUCATION

Bachelor of Science

May 2022

Herberger Business School, St. Cloud State University

- Major in real estate, minor in finance
- GPA: 3.11

EXPERIENCE

Guest Services, St. Cloud State Ticketing Office

May 2021 - Present

- Provide exceptional customer service, developing strong interpersonal communication skills
- Assist in training of new employees, showing them how to operate the technology and ticketing program

Intern, Simonson Appraisals

May 2020 – August 2020

- Assisted appraisers in conducting property, local, and regional analysis
- Prepared portions of the appraisals in a timely manner and participated in property inspections
- Communicated with a variety of real estate professionals

Barista, Cornerstone Deli & Market

May 2018 – May 2020

- Delivered exceptional customer service at all positions, including cashier, cook, and barista
- Trained new employees on all policies and procedures
- Only employee trained to maintain and balance cash registers after and during shifts

INTERCOLLEGIATE ATHLETICS

Women's Volleyball

Fall 2017 – Fall 2021

Athlete

- Dedicated 20+ hours per week to volleyball activities
- Competed in the most successful NCAA Division II conference

Women's Basketball

Fall 2018 - Present

Athlete

- Dedicate 20+ hours per week to basketball activities
- Have maintained a top five finish in a NCAA Division II conference for three consecutive seasons

SKILLS

- Time management
- Works well independently
- Strong collaborator
- Communication
- Ability to learn quickly
- Excellent work ethic

Elizabeth Olowosago

About me

A student majoring in Business Economics and minoring in Real Estate. Finishing up my final year at St. Cloud State University and getting my hands on the start of my career! I am an extremely self-driven student seeking internships and job opportunities in business development, product management, product research, artificial intelligence. I have worked with a couple of companies and enjoyed every moment. I look forward to growing and learning from experienced team members while drawing on project experience I have already successfully executed. I intend to leverage proficient skills in leadership, collaboration, communication in solving dynamic and challenging problems while creating groundbreaking innovative technology.

Contact Info

Cell: 763-438-7341

Email: harmonicmelodyy@gmail.com

Address: 327 7th Ave S. Apt. 402, St. Cloud, Minnesota

Experience

Clinical Experiences, Front Desk Assistant, St. Cloud, MN — 2018-2019

Responsibilities:

- Finding accounts
- Entering data in Excel
- Coding
- Typing in Word
- Creating new schedules

Direct Care, J&J Holmes; St. Cloud, MN —2020-2021

Responsibilities:

- Greeting clients
- Cooking
- Cleaning
- Taking clients out
- Caring, and looking out for others

Fine-Jewelry Sales Consultant/Associate, Maey's, Saint Cloud, MN —2021-present

Responsibilities:

- Greeting customers
- Communication
- Maintain up-to-date knowledge
- Be in touch with clients
- Design and coordinate jewelry displays to improve appearance of merchandise
- Establish and develop strong customer relationships, ring up sales and receive payment
- Fulfillment

Cashier, Dollar Tree, Brooklyn Park, MN —2018-2019

Responsibilities:

- Dealing with money
- Greeting customers
- Stocking shelves
- Organization
- Handling company information

Education

St. Cloud State University

Minnesota

Major: Business Economics

Minor: Real Estate

Graduation Year: 2022

Skills

- Hardworking
- Leadership
- Problem-solving
- Interpersonal-communication skills
- Time management
- Multitasking skills
- Active listening
- Logical and Critical thinking
- Collaborative
- Decision making
- Effective communicator

Grant Parrish

2nd Ave NW Kasson, MN 55944

Phone – 651.302.9189 Email – grantcparrish@gmail.com

OBJECTIVE

- Seeking a position in the real estate industry that allows me to expand my skill set in the appraisal process while utilizing my determined work ethic and positive attitude to further company success.

EDUCATION

Bachelor of Science, Real Estate

- St. Cloud State University, St. Cloud MN (Spring, 2022)
- Additional college coursework taken through PSEO from University of Northwestern and Southwest Minnesota State University.

REFM Excel Financial Modeling

- Completed in fall of 2021
- Course included hands on experience and training on how to utilize Microsoft Excel for modeling a wide variety of real estate financial functions.

EXPERIENCE

Co-President of St. Cloud State Real Estate Association

- Contacted SCSU Real Estate Alumni to organize informational sessions for SCSU Real Estate students.
- Recruited new members for Real Estate Association and organized email communications for current members of the association.

Wrestling Coach- Peak Wrestling Club, Alexandria, MN March 2021-Present

- Maintain a positive and upbeat culture inspiring kids to reach their highest potential.
- Experience taking payments and documenting payment received from athletes.
- Ensured that there is adequate communication within the club via email and text messaging between coaches, athletes, and parents.

Package Handler/Assistant Manager – FedEx Ground, Stewartville April 2019- August 2019

- Ensured packages were processed in an efficient manner to maximize productivity.
- Lead 5-10 employees to ensure 2-5 thousand packages were processed as quickly and accurately.
- Displayed an positive and enthusiastic attitude to foster a cooperative work environment.
- Earned Package Handler of the Month award during my first month of employment

Grant Parrish

2nd Ave NW Kasson, MN 55944

Phone – 651.302.9189 Email – grantcparrish@gmail.com

INTERCOLLEGIATE ATHLETICS

Student-Athlete - Wrestling Team, SCSU August 2019-Present

- Develop exceptional leadership, time management skills, and outstanding work ethic
- Devote 20+ hours a week to wrestling while being enrolled as a full-time student
- Member of National Championship caliber team and a team leader in our recruiting efforts

VOLUNTEER EXPERIENCES

- Volunteer and paid coaching experience with Kasson-Mantorville youth program; Saint Cloud Area wrestling programs; youth wrestling officiating.
- Numerous community service projects

AWARDS AND ACHIEVEMENTS

- Athletic and Academic scholarships to finance undergraduate education.
- Leadership recognition including wrestling team captain starting in 10th grade.
- Significant team and individual accomplishments in wrestling including 3x All-American wrestler competing for the Minnesota Storm; National Finalist; Multiple time State Place Winner and Finalist; 5 time varsity letter winner; National Team Champions-MN Storm.
- Scored a 30 on ACT test and various academic recognition

LINSEY RACHEL

Maple Lake, MN | (320) 493-0503 | lkrachel@stcloudstate.edu | www.linkedin.com/in/linsey-rachel

EDUCATION

Master of Business Administration

ST. CLOUD STATE UNIVERSITY

St. Cloud, MN
January 2022 – May 2023

- Herberger Business School—Accredited by the Association to Advance Collegiate Schools of Business
- Athlete on the SCSU Varsity Volleyball Team

Bachelor of Science – Real Estate *Summa Cum Laude*

St. Cloud, MN
December 2021

PROFESSIONAL EXPERIENCE

Development Intern

TRIDENT DEVELOPMENT

Saint Cloud, MN
May 2021 – July 2021

- Performed adequate work with proformas.
- Assisted in punch lists of multifamily housing.
- Attended weekly company meetings with executives.
- Aided in creating Private Placement Memorandums for investors.
- Created monthly draws for projects.

Property Management Intern

INH PROPERTIES

Waite Park, MN
May 2020 – September 2020
May 2019 – August 2019

- Spoke to potential tenants and current tenants on properties being built, met an objective to lease the apartments before opening.
- Increased time management & organization skills while working with others in a business.
- Created marketing strategies and new property flyers.
- Analyzed budgets with property managers.
- Toured various properties & construction sites.

SKILLS

- Ability to learn quickly
- Strong collaborator
- Strong work ethic
- Detail-oriented
- Interpersonal skills
- Motivation / initiative
- Time management
- Adobe
- Procore
- Excel
- MS Word

ACHIEVEMENTS

- Scholarships
 - SCSU Presidential – 2018-2022
 - SCSU Volleyball – 2018-2022
 - Real Estate Endowed Scholarship – spring 2022
 - Richard Chalstrom / Raymond Anderson Scholarship – spring 2022
 - Society of Industrial and Office Realtors (SIOR) Minnesota Chapter Scholarship – spring 2021
 - Scot Radel Real Estate Scholarship - spring 2020
 - Maple Lake Cenex Region Co-op - fall 2018
- SCSU Deans List – Fall 2019 | Spring 2020 | Fall 2020 | Spring 2021 | Fall 2021
- Member of the St. Cloud State Real Estate Association – spring 2019 – Fall 2021
 - Vice President – fall 2020
 - Treasurer – spring 2021
- SCSU Volleyball Team
 - NSIC Freshman of the Year - 2018
 - NSIC 2nd Team All-Conference - 2018
 - Central Region Freshman of the Year - 2018
 - Offensive Player of the Year - 2018 | 2019
 - Most Valuable Player - 2020
 - NSIC 1st Team All-Conference – 2019 | 2021
 - AVCA Central Region Team – 2019 | 2021
 - AVCA All-American Honorable Mention – 2019 | 2021
 - NSIC Academic Team – 2019 | 2020 | 2021

VOLUNTEERING

- Coach – SCSU Youth Volleyball – 2018 - present
- Set up for Mardi Graw Catholic Charities Event – January 2019 & 2020
- Volleyball clinic at Anne Sullivan Elementary School in South Dakota – November 2019
- SCSU Campus Clean Up – October 2018, 2019, 2020 & 2021

archiesaye.001@gmail.com

linkedin.com/in/archie-saye

+1-651-246-2444

Saint Cloud, MN 56301

Summary of Qualifications

- *Currently pursuing a Bachelor of Science in Finance, anticipated graduation Spring, 2022 St. Cloud State University, St. Cloud, MN*
 - *Major in Finance*
 - *Accredited by AACSB*
- *6-plus years of client's relationship experience in Finance and Health Care.*
- *Strategic thinking, Adaptable, and Empathetic leadership skills.*
- *Consistent performer with high integrity and ethics in decision making.*
- *MSS Outstanding Leader award.*

Professional certifications & Involvement

- *Bloomberg Market concepts*
- *RFEM Level 1 Certification*
- *SAP software*
- *Qgis Software*
- *Argus Software*
- *Microsoft Excel, Word, PowerPoint, Access database application*

Saye Archie

Summary

Ambitious student pursuing Finance degree, eager to contribute and develop knowledge in the Financial Services. I aim to utilize my strengths in interpersonal communication, organization, and teamwork to benefit your company and uphold your company's values. I am a strong advocate of financial literacy and am driven to help others take charge of their personal finance.

Professional Experience

Husky Growth Fund – Equity Research Analyst

08/2021 – Present

St. Cloud, Mn

- *Manage fundamental aspects of portfolio monitoring, such as drivers of performance, reporting, and risk monitoring.*
- *Manage a fund with over \$500,000 in assets under management*
- *Contribute to building portfolios by working with data, creating operational processes, and evaluating investment ideas.*

Phyxius INC. – Healthcare Specialist

Saint Cloud, MN

11/2019 – Present

- *Support and encourage psychiatric patients to promote health and wellness.*
- *Document current patient information to update supervising including vital signs, behaviors and eating habits.*
- *Administer medications, collected specimens, or drew blood to assist with diagnostic and treatment protocols.*
- *Prevent patient injuries by providing necessary restraints and appropriate supports.*

Smart Circle - Wireless Sales Consultant

Minneapolis, MN

12/2019 - 09/2020

- *Used on-site computer systems to access figures and documentation associated with available service plans.*
- *Demonstrated and sold mobile devices to guests, showcasing latest product features and capabilities.*
- *Answered guest questions and walked through features of wireless devices to resolve confusion about device features.*
- *Educated customers on product and service offerings.*
- *Represented the following reputable companies AT&T, Sprint, Verizon, and DirecTV.*

NATHAN SITHAMAT

3373 W St Germain St Apt 323, St. Cloud, MN 56301
(320)380—3219 / Fm2459ku@go.minnstate.edu

Skills Summary

Critical thinking, negotiation, time management, and complex problem solving.

Education

Bachelor of Science: Real Estate at St. Cloud State University

- Real estate major
- Expected to graduate May 2023

Experience

Amazon

Delivery Driver / December 2021-Present

- Providing friendly and fast service.
- Being able to multi-task with organizing packages.
- Ensuring time-management by making deliveries on time.

Cricket Wireless

Sales associate / Jan 2021- November 2021

- Provided exceptional customer service while meeting customers' expectations.
- Went above and beyond with sales expectations throughout each month. Driving sales number to reach commission.

The cloud on fifth

Marketing intern / Jan 2021- June 2021

- Helped with video graphing and coordinating leads through social media.
- Drove applicants with advertising through marketplace and tik tok.

Central Minnesota Credit Union

Online digital banker / July 2020- January 2021

- Used banking skills to process payments and disputing transactions.
- Problem solving on a daily basis to solve customer problems.

Awards and Activities

Corenet scholarship 2021

- President of real estate association at St. Cloud State from January 2021 to present.

Andrew Smith

Student studying Real Estate at St. Cloud State University

401 Sibley Street, Apt 302
St. Paul, MN 55101
(612) 940-8334
andy3497smith@gmail.com

RECENT EXPERIENCE

Michael Development - Mendota Heights, MN — *Leasing Consultant*

JUL 2021 - Present

- Fill vacancies and maintain a high occupancy rate.
- Responsible for leasing new tenants from initial contact through to signing of the lease.
- Maintain records of prospective tenants for future vacancies.
- Work with marketing tools (Zillow, Apartments.com, Craigslist, etc.)
- Use of YARDI property management software.
- Sales driven job with constant resident/prospect interaction.
- Assist Community Manager in administrative duties.
- Extensive use of Microsoft Office technology (Excel and Outlook particularly).
- Primary point of contact for resident relations.

Kia of St. Cloud - Waite Park, MN — *Service Runner*

JUNE 2019 - FEB 2020

- Providing a shuttle service to customers.
- Detailing and maintaining rental vehicles.
- Assisting in automotive parts delivery.
- Transporting vehicles to/from a number of nearby dealerships.
- Keeping written records of my daily tasks.
- Working in close tandem with a group as well as individually.

Walgreens - Manhattan, KS — *Store Associate*

JAN 2018 - JUNE 2018

- Stock items according to planogram.
- Handle cash transactions.
- Develop photos for customers.
- Kept detailed record of inventory.

EDUCATION

St. Cloud State University - St. Cloud, MN — *Pursuing B.S. in Real Estate*

AUG 2019 - MAY 2022 (Expected)

Century College - White Bear Lake, MN — *Associate's of Arts*

AUG 2015 - DEC 2018

Centennial High School - Circle Pines, MN — *High School Diploma*

SEPT 2011 - JUNE 2015

HARD SKILLS

- Proficiency in Microsoft Office Applications.
- Property Management
- Basic Accounting Knowledge
- Knowledge of Fair Housing Laws

SOFT SKILLS

- Extensive Customer Service Experience
- Punctual and Precise
- Strong Work Ethic and Adaptable
- Driven to Learn and Eager to Excel
- Can Work Independently and With a Group

REFERENCES

Juliana Young - Community Manager: (651) 238-0204

John Swenson - Regional Property Manager: (651) 698-3452

Lucas Rogers - Kia Service Manager: (612) 987-7298