

Frederick Ballard

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EDUCATION

University of Houston, C.T. Bauer College of Business

Houston, Texas

Bachelor of Business Administration in Finance, Certificate in Real Estate

May 2022

- **Major GPA:** 3.9/4.0
- **Honors and Awards:** Dean's List Fall 2019 – Fall 2021
- **Relevant Coursework:** Corporate Finance, Principles of Financial Management, Real Estate Finance and Investment, Essentials of Real Estate, Developing Real Estate Project, Real Estate Market Research & Valuation

PROFESSIONAL EXPERIENCE

Project Destined

Houston, Texas

Intern

January 2022 – Present

- Increase Microsoft Excel proficiency by dedicating over 60 hours of underwriting
- Generate proformas for industrial, multifamily, retail, hotel, and office assets
- Attend financial modeling classes to develop underwriting skills and real estate terminology

Target

Houston, Texas

Merchandising Associate

August 2019 – Present

- Maintain an understanding of the store's layout of over 20 sections to better help customers
- Learn marketing tactics and selling strategies to increase sales volume by 20%
- Create a personal schedule to efficiently operate multiple tasks within a single shift

ACADEMIC PROJECTS

Siemens Energy Case Competition (1st Place)

November 2020

- Led a team of four members to research new strategies to improve the company's procurement of raw materials
- Delegated tasks to each team members that fits with their strengths, while creating a presentation to convey analysis
- Presented to a Siemens Energy's executive which led to positive feedback and achieving 1st place

Klein Eagles Nonprofit Organization

February 2020 – April 2020

- Led a team of volunteers to find sponsorships to help reach the goal of \$40,000 from small businesses/companies
- Cold called and emailed over 40 companies within Klein ISD to develop partnerships with schools
- Presented in front of 10 companies' representative to broaden the organization's mission and raise funds

LEADERSHIP & AFFILIATIONS

University of Houston Undergraduate Real Estate Scholars

Houston, Texas

Member

August 2021 – Present

- Participate in seven technical workshops to learn about real estate terminology and financial modeling
- Attend seven speaker series to further develop knowledge about the real estate industry through industry leader's perspective

WOLFFEST 2019 Volunteer

Houston, Texas

"Wing-It" Team Leader

February 2019 – April 2019

- Collaborated in a team of 20 members to help raise over \$200,000 for the Wolff Center of Entrepreneurship
- Presented to sponsors such as Exxon, Shell, and Chevron to raise \$80,000 in capital for startup costs

SKILLS & INTERESTS

Application Proficiencies: Proficient in Microsoft Office Suite

Interests: Real estate investment, real estate development, sports, working out