

Aaron Sakhai

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EDUCATION

Boston University Questrom School of Business

Bachelor of Business Administration | General Management

Boston, MA

Graduated May 2020

Academic Team Projects

Spring 2019

Cross Functional CORE Project

- Worked on a team of 10 and developed a business plan over 100 pages long that explained in detail the “Snow-no-mo” business’s positioning and marketing, operations and supply chain management, financial statements, and risk calculations
- Headed the marketing subsection team to analyze market trends, user target factors, assess market competitors, calculate proper price points, and create various advertising strategies for social media and print campaign

PROFESSIONAL EXPERIENCE

Inbound Real Estate

Boston, MA

Apartment Leasing Agent

February 2020 - April 2020

- Cultivated marketing campaign including designing and distributing 2000 flyers to fellow students on campus
- Facilitated 25 apartment tours for prospective renters and assisted with all of clients needs from tours to closing
- Recorded and updated details of properties/tenants into computer database

Compass

New York, NY

Marketing Intern

May 2019 - August 2019

- Piloted design for 3-4 primary listings and created email campaigns using internal company software
- Conducted the planning and execution of marketing events to promote listings from sending invites to contacting catering companies
- Ran market analysis on 5 different properties to help negotiate an appropriate listing price with various sellers

North Point Capital Group

New York, NY

Real Estate Analyst Intern

May 2018 - August 2018

- First intern to utilize CoStar to successfully source a multifamily value-add deal that progressed to executive diligence by cold calling 500 owners and canvassing neighborhoods
- Analyzed 10 potential acquisitions through modeling pro forma IRR, NOI growth, equity multiple and sensitivity analysis
- Prepared 5 investment packages on potential investments by gathering and positioning data including pro forma sellouts, investor returns and acquisition costs

Living New York

New York, NY

Marketing Intern

May 2017 - August 2017

- Collaborated with sellers and graphic design specialist to assemble offering memorandums and create websites to market listing

Sales Intern

May 2017 - June 2017

- Used Reonomy and Salesforce to gather information and cold call 200 investors and property owners
- Originated analysis to trace trends to find distressed buildings and assist in owner pitch for exclusive rental rights
- Coordinated with the principal to source and pitch off market properties to investor

LEADERSHIP EXPERIENCE

Real Estate Club

Boston University

President

August 2019 - Present

- Spearheaded sub-group program to increase membership engagement and effectiveness through member segmentation
- Leads and plans the club’s networking events and conducts educational workshops on the real estate industry

SKILLS

Tools: CoStar, Salesforce, Microsoft Excel, Reonomy

Languages: Spanish (Conversational), Farsi (Conversational)

Interests: Spicy Food Connoisseur, Board games enthusiast, Soccer and Basketball player, NBA super fan

Licenses: New York Salesperson, Massachusetts Salesperson