

Michael Phillips

mphil3@uw.edu • 425-233-2513 • linkedin.com/in/michael-phillips-2002

EDUCATION

University of Washington, Michael G. Foster School of Business

Seattle, WA

Double Major: *Bachelor of Arts in Business Administration, Finance/Marketing (Department Honors)*

Program: *Jack and Ann Rhodes Professional Sales Program*

Minor: *Real Estate*

Cumulative GPA: 3.74 (Dean's List)

Expected Graduation: June 2023

Relevant Coursework: Real Estate Finance and Investment, Real Estate Capital Markets, Entrepreneurial Finance, Principles of Selling

EXPERIENCE

Real Estate Intern, Venture Real Estate Group, Bellevue, WA

Jan 2023 – Present

- Conduct industry analysis by evaluating different real estate markets
- Broker assistance in daily tasks associated with running a fast-paced real estate investment firm
- Engage in sales by reaching out to potential clients for advertisements in company newsletter

Real Estate Marketing Intern, Sound Capital Loans, Bellevue, WA

Sept 2021 – Sept 2022

- Used databases to source warm leads in multiple housing markets
- Worked closely with loan officers to comprehend the loan structures and packages the company offered
- Managed a CRM system (Salesforce) and utilized Microsoft Excel

Startup Marketing Consultant, Advocat AI, Bellevue, WA

June 2022 – Sept 2022

- Collaborated with a team of 6 to conduct market research on industry competitors and present findings to marketing director
- Used databases to find information on the industry that helped with my market research
- Data that I found was used in marketing material

EXTRACURRICULAR AND LEADERSHIP EXPERIENCE

Communications Chair, University of Washington Real Estate Club

Oct 2022 - Present

- Responsible for increasing the club's undergraduate membership
- Help manage the club's website, social media, and newsletters
- Took the initiative to create a whole new brand for the club by creating a new logo

VP of Professional Development, American Marketing Association – UW Chapter

May 2021 – June 2022

- Utilized LinkedIn and email to reach out to local professionals about presenting at club meetings resulting in successfully securing local professionals at all 18 meetings
- Secured speakers from Amazon, Starbucks, Frito-Lay, and a C-Suite Executive from Forbes
- Awarded "Most Valuable Vice President" for my contributions to the club

Charity Fundraiser, Open Hearts Big Dreams, Issaquah, WA

Mar 2019 – May 2019

- Co-created a fundraiser for Open Hearts Big Dreams, a charity that combats childhood illiteracy in Ethiopia
- Collected over 2,500 pounds of donatable goods
- Raised over \$1,200 for the printing of 2,400 picture books which were shipped to Ethiopian schools

SUPPLEMENTARY INFORMATION & CERTIFICATIONS

- Direct admit to the Michael G. Foster School of Business, UW (14% acceptance rate)
- Proficient in Microsoft Word, Excel, PowerPoint, Outlook
 - Received Foster Excel Credential from Michael G. Foster School of Business
- Currently writing an honors paper on the difficulties of raising capital for underprivileged communities
- Awarded 4th Place in region for DECA Entrepreneurship Team Decision Making
- Interests: basketball, chess (2000 ELO), real estate, entrepreneurship, private equity, venture capital



I'm looking for an internship for this Summer as I plan to complete the Masters of Science in Real Estate Program at the University of Washington next year. I am extremely interested almost every aspect of commercial real estate but I would say that I am most interested in the finance, market analysis, capital markets, development, and investments sectors of commercial real estate.