

# Marc W. Pavlovec

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## **EDUCATION**

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### **University of Washington**

**Seattle, WA**

*Runstad Department of Real Estate, Real Estate Major GPA: 3.9*

*June 2023*

*Foster School of Business, Professional Sales Program, Business Minor*

*Cumulative GPA: 3.7*

## **PROFESSIONAL EXPERIENCE**

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### **Jones Lang LaSalle (JLL)**

**Seattle, WA**

*Brokerage Intern*

June 2022 – August 2022

- Acted as a direct assistant to executive level brokers across Tenant Representation, Agency Leasing & Industrial teams, creating client facing pitch decks, market surveys, competitive sets, and office building data trackers, as well as scheduling meetings and tours.
- Conducted in-depth market analyses on the Seattle and Bellevue office markets, distressed CMBS loans, new startup client prospects, life sciences new development and local industrial asset management.
- Presented a research-intensive final project to market leads on the supply & demand of Life Sciences new development based on sector venture capital funding, local new construction/ proposed documents, leasing and investment sale watermarks, coming to a concise, numerically supported answer.

### **Sound Capital Loans**

**Bellevue, WA**

*Loan Sales & Strategy Intern*

June 2021- October 2021

- Generated warm leads across 10+ rapidly growing housing markets, averaging 35 sales calls per day and worked directly with Account Executives to understand the loan structures & packages the firm sold.
- Directly assisted the marketing director in the management of company CRM software, developed marketing letters, created physical and digital marketing materials, and tracked intern leads.

### **Marcus and Millichap**

**Seattle, WA**

*Research Intern*

January 2021- July 2021

- Performed extensive analysis through Lexis Nexis, CoStar, Salesforce, and Land Vision for broker reference when contacting potential clients, giving agents an exponentially better client retention rate than recent years.

## **LEADERSHIP ACTIVITIES**

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### **Beta Theta Pi Fraternity**

**Seattle, WA**

*VP of Scholarship & Professional Development*

January 2021- Present

- Executive of the chapter responsible for reviewing, maintaining, and advancing the academic excellence of the chapter within the University and General Fraternity.
- Oversee our professional network through all professions, utilizing LinkedIn and Handshake to keep alumni and members connected, starting conversations that lead to internships and careers.

## **ADDITIONAL INFORMATION**

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**Honors:** Magna Cum Laude Spring/Fall Quarter 2020, University of Washington Dean's List Spring 2020 - 2022 (7 Quarters), Foster Excel Credential

**Skills:** Microsoft Office Suite, Industry Analysis, Financial Modeling, Real Estate Valuation, R Code, Pro Forms/DCFs, Lead Generation, Market & Industry Analysis, Cold Calling & Emailing, Mentorship, CRM Software, Budgeting, DE&I/ESG Initiatives, Executive Assistance, Real Estate Transactions, Loan Structuring, B2B Marketing & Sales, Database Management, Real Estate Financial Statements, Public Speaking