

# Mason A. Virant

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## EXPERIENCE

- Redfin** Seattle, WA • Real Estate 03/2021 - 11/2022  
**Lead Agent, Buyer's Agent**
- Managed all aspects of real estate transactions for my clients, from property identification and touring, to contract construction and deal execution
  - Led strategy sessions with prospective buyers to educate them on the entire process of purchasing real estate in the Seattle market including financing, inspections, contracts, negotiations, and closings
- Lighter Capital** Seattle, WA • Growth Capital | Alternative Startup Venture Funding 08/2018 - 02/2019  
**Analyst, Investment Team**
- Performed financial analysis of companies in the funding application process
  - Engaged entrepreneurs and founders to maintain and foster client relationships
  - Lead detailed SQL database analysis of existing portfolio clients to both improve the funding process as well as identify multi-tranche investment opportunities
  - Created scalable reports used by Chief Investment Officer to drive funding process improvements
  - Transformed documentation into interactive training modules for each facet of the business and departmental functional responsibilities and procedures
- One Strategic Capital, Inc.** Seattle, WA • Private Wealth Management 11/2017 - 06/2018  
**Financial IS Manager | Client Services**
- Implemented new company information systems to aggregate and manage all client accounts and private asset/financial data (internal and client-facing use)
  - Initiated CRM upgrade including enhanced object schemes for process automation and the migration/mapping of 100,000+ client data points
  - Created firm's new website with custom HTML & CSS content for new client platform access, integrated third party data, and enhanced UX
- PitchBook Data**, Seattle, WA • Private Equity | Venture Capital Research 03/2014 - 01/2016  
**Junior Product Manager | Product Feature Enhancements & Development**
- Conceptualized and developed detailed functional specs for new product features and legacy enhancements to software platform, mobile app and custom plugins
- Research Associate | - Global Private Investments**
- Private Equity, Venture & Mezzanine investor profile creation for PitchBook database
  - Quarterly portfolio deal tracking, leading to a 110% increase in active investor response rate
  - SQL Data Validation via primary correspondence with key partners at PE, VC & Mezzanine firms
- Hanhai Investment, Inc.**, San Jose, CA • US Incubator for Hanhaizhiye, Beijing 04/2012 - 06/2013  
**Business Development Manager & Financial Analyst**
- Performed detailed financial analysis for due diligence on emerging tech Silicon Valley start-ups
  - Generated pipeline of +50 companies for funding consideration from Hanhai's VC Fund - 'zPark'
  - Guided the creation of 20 startup pitch decks for use in weekly funding review by zPark VC panel focusing on pro forma financial modeling (DCF)
  - Coded and implemented incubator's company website / digital presence in Silicon Valley
- Panlogic Inc**, London, UK • Digital Engineering 09/2011 - 12/2011  
**Computer Engineering | Web Development Intern**
- Designed client web application for Digital Philanthropy fund raiser, with over 500 attendees
  - Web oriented coding in: PHP/WP/ HTML for client projects including - BBC

- AVST Inc.**, Seattle, WA • Telecommunication Software 06/2011 - 08/2011  
**Financial Analyst | C. Engineering Intern**
- Research lead on 10,000+ client accounts, supporting renewable revenue identification initiative
  - Financial modeling utilizing Excel and SQL to predict recently acquired companies future cash flows
  - Created quarter-end sales reports and revenue analysis presentations
- UCR | University Cellular Repair**, Santa Clara, CA • Mobile Device Repair 01/2010 - 08/2013  
**Co-Founder**
- In response to campus-wide demand, co-developed cellular repair service-company
  - Provided service to 100+ customers on a quarterly, on-going basis

## EDUCATION

- University of Washington**, Seattle, WA 09/2022 - Present  
**Master's Degree:** Real Estate
- Santa Clara University**, Santa Clara, CA 09/2009 - 06/2013  
**Bachelor's Degree:** Commerce - **Focus:** Finance Major GPA: 3.7
- Santa Clara University**, London, UK Program 09/2011 - 12/2011  
**IE: Focus:** Finance & Computer Engineering

## TECHNICAL SKILLS

- Very Strong:** CRM Software, HTML, Excel, Financial Modeling (Pro Forma, DCF, LBO CCA), Microsoft Office
- Strong:** SQL, Data/Database Management, CSS Scheme Management
- Proficient:** ARGUS, Coding in JS, C, C++, WP, PHP, Tableau, R Studio