

Rami Wallaia

Seattle, WA

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EDUCATION

University of Washington - Runstad Department of Real Estate

Seattle, WA

Bachelor of Science in Real Estate

June 2023

With Minors in Data Science & Business Administration

- **Cumulative GPA: 3.6**

WORK EXPERIENCE

Land Advisors Org.

Redmond, WA

Analyst Intern

Oct. 2022 – Present

- Assess feasibility and source land deals with the use of data-driven technology.
- Recommend variable-size plans based on jurisdictional guidelines, setbacks, location, and topography.
- Construct proformas outlining project costs and profitability, including hard and soft costs, interest, and estimated sales price. Reviewed existing infrastructure and land use code and considered changes for the maximum yield.
- Conduct reports of emerging economies throughout the nation, considering factors like zoning changes, demographics, local business growth, infrastructure development, government policies, rental rates, and other economic indicators.

Meta - Global Security Services

Bellevue, WA

Reception & Security

Jan. 2020 – Dec. 2022

- Maintained a safe and secure environment by monitoring the premises and patrolling various locations.
- Performed access control, surveillance, alarm monitoring & dispatch, and turnstile operations.
- Proactively responded to different needs and situations as they arise and provide great customer service and information to client employees and visitors.

Windermere Real Estate

Seattle, WA

Intern

June 2022 – Aug. 2022

- In-depth exposure in the fields of brokerage, asset management, development, and acquisitions.
- Gained a broad understanding of the residential real estate market and the role of homeownership in creating thriving communities and intergenerational wealth.
- Collaborated with fellow interns to conduct market research and analysis, identify opportunities for improvement, and propose solutions for increasing accessibility and diversity in the homeownership process.

Citigroup - Markets & Equities Services

Remote

Sales & Trading Intern

Oct. 2021 – Dec. 2021

- In-depth exposure to the Sales & Trading department. Learned how the traders, brokers, and structures team operate as a unit on the trading floor.
- Frequently led “Morning Color” meetings, which presentations (by interns) to the trading floor, forecasting relevant news and recent market activity.
- Constructed sales pitches with analytical models on unique trading ideas for clients.

IHOP

Lynnwood, WA

Server

July 2017 – March 2020

- Provided excellent customer service while taking orders and serving dishes, maintaining clean and organized work.
- Assisted with training new staff members, inventory management, and closing duties.

ADDITIONAL SKILLS & INTERESTS

Strengths: Client Relationships, Crisis Negotiation, Interpersonal & Technical Communication, Situational Awareness.

Skills: Microsoft Office Suite, Financial Modeling(Pro Formas/DCF's), Real Estate Valuation.

Proficient in: Excel, SQL, R Code, Java, Python, ArcGIS, LandVision, CoStar, John Burns, Axiometrics, Census data.