GRACE C. ZHOU

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EDUCATION

The University of Texas at Austin	Bachelor of Business Administration, Finance	Dec 2022
	Concentration: Real Estate	
	Cumulative GPA: 3.80	

EXPERIENCE

Citigroup Global Markets – *Incoming Real Estate Finance & CMBS Analyst*   *Summer 2023*

Hines – Investment Management Intern, Houston, TX   Jun 2022 – Aug 2022
Intern for Hines' U.S. Property Recovery Fund, a closed-end opportunistic fund targeting $1B in equity, in a 10-week long summer intern program
• Identified potential deals for the fund by analyzing +30 potential acquisition and development projects across all asset types and markets
• Developed final capstone project on office to multifamily conversions and how Hines and the Fund could leverage this opportunity
• Assisted team in drafting investor presentations by summarizing 5+ investment memos on various properties in the fund

Cielo Wind Power – Finance Intern, Austin TX   Feb 2022 – Present
Developer, owner, and operator of environmentally responsible wind power facilities for many power companies throughout the southwest United States
• Modeled a $500M renewables project for an offering memorandum including 3 financial statement, tax, depreciation, and debt models
• Designed teaser for offering memorandum, including high level details of project, to present to investors such as JPMorgan

FinTech Research Lab at the McCombs School of Business – Research Assistant, Austin TX   Jun 2021 – Feb 2022
Weekly research lab covering topics hosted by Professor Cesare Fracassi, Director of the Blockchain Initiative at Texas McCombs
• Co-authored 10+ articles on topics such as De-Fi lending, CBDCs, and blockchain projects (sites.utexas.edu/fintechresearchlab/content)
• Employed Python and Coinbase's API to download and analyze price fluctuations on Bitcoin, Ethereum, and 30+ other cryptocurrencies
• Determined correlation between cryptocurrency price fluctuations and reporting lag time signally exploitable opportunity for investors

Redwood Advisors – Consulting Intern, Austin TX   Jan 2021 – Aug 2021
Management consulting company founded by former McKinsey consultant focused on maximizing growth in the healthcare and private equity industry
• Generated leads by identifying list of 150+ key contacts at potential client companies and initiated contact over a span of several weeks
• Created 50+ data visualizations and reformatted 160+ PowerPoint slides for 2 client presentations using Think-cell and MS PowerPoint

WatchCharts – Startup Marketing Intern, Austin TX   Aug 2020 – Jan 2021
Tech startup founded in 2020 focused on aggregating private watch listings and sharing market research on +19,800 unique watch models
• Formulated company's primary marketing initiatives such as increasing new users, conducting market research, and analyzing competitors
• Developed current branding guidelines for Instagram, increasing follower count from 4.5K followers to +14.5K in one year (+222%)
• Strategized with CEO on how to develop details and market premium version of his website which was implemented in early 2021

LEADERSHIP EXPERIENCE AND ACTIVITIES

Texas Undergraduate Real Estate Society – President, Vice President of Marketing (2021-2022)   Jan 2022 – Present
• Established the URES Analyst Group, a competitive 6-week long program to train underclassmen for a career in commercial real estate
• Rebranded the organization, planned general meetings, assisted current events and REIT committees, and communicated with alumni
• Revived organization that had been inactive for 3 years by reopening bank account, reregistering constitution, and recruiting members

Asian Business Student Association Marketing Team – Director   May 2020 – Present
• Led team with group of 3 directors to demonstrate marketing principles, plan recruiting and social events, and network with alumni
• Generated lead with 8 local businesses and guided members in conducting research and developing strategies for these businesses
• Developed consistent branding tools including templates for various social media outlets, sample PowerPoint slides, and brand book

ACADEMIC PROJECTS

McCombs Real Estate Investment Fund – Analyst   Jan 2022 - Present
• Evaluated potential investment in 415 Colorado, a multifamily skyrise in downtown Austin, by collecting comps and creating a DCF
• Analyzed REIT stocks (SUI, ELS) and assisted in managing an active REIT portfolio by utilizing pairs trading strategy

Real Estate (RE 378K) Real Estate Finance and Syndication   Jan 2022
• Discussed topics various debt and equity securities (MBSs, CMOs, REITs, etc.) and analyzed $250M Fannie Mae CMO's in a case study

2020 University of Texas Real Estate Investment Case Competition – 3rd Place   Feb 2020
• Researched macro trends and the effects of incentivizing sustainable energy and affordable housing in urban areas through tax incentives

ADDITIONAL INFORMATION

Computer Skills: ARGUS (in progress), MS Excel, MS PowerPoint, Python, Tableau, Think-cell
Language: Conversational in Mandarin Chinese
Interests: Asian Cuisine, Architecture, Art Museums, Chef's Table, Coffee, Interior Design, Luxury Watches, Netflix Docuseries, Perfume
Work Eligibility: Eligible to work in the U.S. with no restrictions