

# CRAIG KALMAN

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## EDUCATION

### **University of Colorado at Boulder – Leeds School of Business**

(August 2012 – Present) Boulder, CO

MBA Candidate – Real Estate and Finance – class of 2014

- University of Colorado Real Estate Foundation – UCCS student housing research project
- Equity West Partners – regression analysis project
- Colorado Resworks LLC – single family rental market research project

### **Villanova University**

(August 2000 – May 2004) Villanova,

PA

B.A. – Economics

- Men's Lacrosse – NCAA Division I

## WORK EXPERIENCE

### **Aspen Daily News, *Advertising Sales Executive***

(March 2011 – May 2012) Aspen, CO

- Responsible for selling, developing, and managing advertising campaigns for local markets of Aspen and Snowmass Village, CO
- Consistently exceeded target revenue goals
- Conducted regular group presentations with clients to address their print and online marketing needs

### **The Related Companies, *Development Project Accountant***

(March 2008 – January 2010) Aspen, CO

- Responsible for tracking finances associated with various real estate developments with budgets totaling \$800MM
- Managed project cash flows, budgets, and funding requisitions
- Worked closely with financial analysts in developing project pro forma's
- Gained valuable insight into real estate financing structures through interaction with financing banks
- Worked daily with project managers to ensure cost control measures were taken

### **RBS Greenwich Capital, *Fixed Income Sales, Analyst***

(July 2005 – November 2007) Greenwich, CT

- Supported senior sales team with large institutional client base with daily trading volume over \$1BB
- Provided daily market color on short term fixed income products including: treasury bonds, treasury notes, treasury bills government agencies, commercial paper, repurchase agreements, and short term corporate bonds
- Developed trade ideas and strategies to suit clients investment objectives
- Interacted daily with traders to receive market prices and execute client orders
- Facilitated trades on various electronic trading systems including: Tradeweb, Market Access, and Bloomberg

- Assisted senior salespeople in managing and developing client relationships through various client events
- Generated daily commission reports
- Ensured settlement and clearing of all trades

**Citigroup Global Markets, Smith Barney, *Financial Planning***

***Associate***

(July 2004 – July 2005) Melville, NY

- Responsible for training Financial Consultants in the usage of Smith Barneys proprietary Financial Planning Software
- Worked closely with Financial Consultants to develop and execute financial plans for their clients
- Ran weekly workshops to encourage and educate Financial Consultants on the benefits of using the Financial Planning Software
- Responsible for a 150% increase in the financial plan usage in the branch

**ADDITIONAL INFORMATION**

- Aspen High School – Junior Varsity Lacrosse – Coach
- Aspen Boys 8<sup>th</sup> Grade Lacrosse – Coach
- Cancer Survivor
- Pathfinders for Cancer – Volunteer
- Shining Stars Cancer Foundation - Winter Games Buddy
- Outdoor Enthusiast – Camping, Fishing, Hiking, Skiing, Surfing
- Tri-Athlete – Zoot Aspen Sprint Triathlon, Lake George Olympic Triathlon, Boise Ironman 70.3