

# CRAIG KALMAN

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## SUMMARY OF QUALIFICATIONS

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- Driven and self motivated real estate professional with over 7 years of experience in finance, accounting, and real estate development
- Excellent real estate financial modeling skills including advanced Excel skills and Argus DCF proficiency
- Hard worker, quick learner, with the ability to multi-task effectively
- Proven ability to take on leadership roles and deliver results
- Excellent communication and interpersonal skills

## EDUCATION

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### **University of Colorado at Boulder, *MBA Candidate Class of 2014***

(August 2012 – Present) Boulder, CO

- Graduate Real Estate Association – President
- Urban Land Institute – Graduate Fellow
- CU Real Estate Center Board of Directors – Student Representative

### **Villanova University, *B.A. – Economics***

(August 2000 – May 2004) Villanova, PA

- Men's Lacrosse – NCAA Division I

## WORK EXPERIENCE

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### **UDR, *Finance Intern***

(June 2013 – August 2013) Highlands Ranch, CO

- Gained extensive knowledge of the multi-family real estate sector
- Team leader – 2013 UDR Internship Project – led team of four interns to the successful completion of a comprehensive real estate study and proposal for UDR, Inc.
- Worked closely with the finance and investor relations teams to understand the REIT valuation process
- Created detailed summary of Green Street Advisors ratings methodology
- Assisted in creating debt maturity schedules and prepayment calculations on existing debt

### **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, *Institutional 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

## ADDITIONAL INFORMATION

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- Aspen High School – Junior Varsity Lacrosse – Coach
- Cancer Survivor
- Shining Stars Cancer Foundation - Winter Games Buddy
- Outdoor Enthusiast – Camping, Fishing, Hiking, Skiing, Surfing
- Tri-Athlete – Lake George Olympic Triathlon, Boise Ironman 70.3, Kansas Ironman 70.3, Boulder Ironman 70.3