

# AUSTIN ROBERTS

Austin.Roberts@Colorado.edu

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## SUMMARY OF QUALIFICATIONS

Strong mathematical and financial background both in school and in the professional arena. Proficient in financial modeling, financial analysis, and spread sheet interpretation. Entrepreneurial mind that has sprung several different start-up business ventures. Great work ethic with strengths in working with teams and delivering projects on-time and on-budget.

## EDUCATION

**University of Colorado**, Leeds School of Business **Boulder, CO**  
Emphasis on Real Estate and Finance *2013-2015*  
Related Coursework (Corporate & Applied Finance; Real Estate Finance, Law, Development, and Economics)

**Boston College**, College of Arts and Sciences **Chestnut Hill, MA**  
B.A. Degree in Economics *2003-2007*

**LUISS Guido Carli University**, Semester Abroad Intensive Italian Program **Rome, Italy**  
Emphasis on International Business & Relations, and Italian Language Studies *Jan – Jun 2006*

## WORK EXPERIENCE

**Essex Financial Group** **Denver, CO**  
*Servicing Associate* *May 2014 – August 2014*

- o Analyzed year end financial statements for over 100 commercial properties located throughout the Colorado market
- o Forecasted property outlook and value using CoStar market research and trends, DSCR, and pro forma assumptions
- o Performed property inspections on various commercial sites to ensure asset integrity

**Chipotle Mexican Grill** **Denver, CO**  
*Marketing Consultant* *Mar 2011 – Mar 2013*

- o Managed all promotions, rollouts, and other communications with operations teams throughout the country
- o Worked for and helped organize Chicago & Denver Cultivate Food and Music Festivals
- o Read and responded to every customer email that came into the “Talk To Us” section of Chipotle’s website
  - Answered questions on “Food with Integrity”, corporate philanthropy, restaurant development, menu testing, employee relations, food allergens/nutrition, supply and food chain
- o Identified service, mechanical, and food related issues at specific restaurants and worked with managers and field teams to resolve each specific issue
- o Partnered closely with the social media team to spread Chipotle’s voice and vision to all of our customers, clients and fans

**Miles Livingston General Contractor** **Denver, CO**  
*Contractor* *Aug 2009 – Jan 2011*

- o Worked alongside the general contractor on house restoration and renovation projects
- o Responsibilities included mechanical, demolition, framing, electrical and audio/visual wiring, and finish work

**BCOR – Fitness for Everyone** **Denver, CO**  
*Certified Fitness Trainer & Coach* *Jul 2009 – Dec 2010*

- o Trained groups of 20-30 clients in local parks
- o Educated clients on nutrition, exercise and healthy living during and outside of training sessions

**UBS Wealth Management** **Denver, CO & Los Angeles, CA**  
*Financial Advisor Associate* *Jul 2007 – Jul 2009*

- o Attained FINRA Securities Licenses: Series 7, Series 66 and CO Life Accident & Health Insurance
- o Worked as a Junior Partner with a Wealth Advisor who managed over \$80 million in clients’ assets
  - Constructed financial plans, investment portfolios, client review materials, and quarterly performance reports
  - Developed a full scale business plan for my partner’s business and helped him bring in \$16 million in Net New Assets
- o Headed a firm-wide initiative on financial planning and refining client service systems throughout the entire CO market area
  - Directly responsible for achieving an 80% committal rate to the initiative in Colorado
- o Assisted the Los Angeles Regional Head in forecasting the business plan for the entire Southwest Region
  - Constructed Financial Plans for High Net Worth Clients that focused on the complexities of estate and tax planning

## TRAVEL, LANGUAGE, & ACTIVITIES

### **Travel & Language**

- o Traveled for one month in Southeast Asia visiting Vietnam, Thailand, China and Singapore *Jan – Feb 2010*
- o Spent five months in South America learning Spanish, traveling and working with my brother *Feb – Jun 2010*