

ISAIAH CHARLES

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EDUCATION

University of San Diego

San Diego, CA

Bachelor of Business Administration in Real Estate

Expected December 2020

Study Abroad & Summer Program

International Study Abroad, Florence, Italy

Aug 2017 - Dec 2017

Columbia University, Urban Case Studies Summer Program

Summer 2015 - 2016

CLUB LEADERSHIP

University of San Diego Real Estate Society

Jun 2019 - Present

President

- Organize and manage real estate industry related events with the Burnham Moores Center for Real Estate. Events include property site and real estate company tours, alumni networking panels, and student relationship building gatherings.
- Work with the Executive and Associate Directors of the Burnham Moores Center for Real Estate to promote gender and racial diversity and inclusion within our School of Real Estate.
- Serve as a liaison to the USD Real Estate Alumni Association and the School of Business Administration.

WORK EXPERIENCE

Strata Equity Group, Inc., La Jolla, CA

Jun 2019 - Oct 2019

Asset Analyst Intern

- Utilized advanced real-world applications of Excel, including margin ratios, break-even analysis, and return on investment formulas. Co-presented my findings to the firm's managing director and aided our quarterly investor's meeting in assessing the profitability of our renovated investments.
- Analyzed financial models, broker offering memoranda, letters of intent, and actual on-going acquisition targets. Reviewed one of our complex ground-lease transactions for the acquisitions team.
- Worked on models with the asset management team to closely analyze how, for example, adjusting overhead costs or raising rents would affect the cap rates and net operating incomes of a financial spreadsheet.

FFC New York LLC, Manhattan, NY

Jul - Aug 2018

Financing and Operating Intern

- Performed administrative and business management tasks, including customer relations, inventory tracking and training of newer interns.
- Provided excellent over-the-phone customer service and quickly learned my company's products and services, in order to advise customers and guide them toward products that fits their needs.
- Successfully performed an office-scale internal audit for the company, and ascertained workflow processes using credit card processing services such as *FirstData* and *Shopify*.

Center for Jewish History, Manhattan, NY

Jun - Aug 2017

Summer Fellow

- Authored original studies investigating the functions and histories of endangered religious, communal, and scholastic Jewish heritage sites throughout Northern Africa and Middle East.
- Conducted primary and secondary research, utilizing resources such as *Google Scholar*, *JSTOR*, and *The Encyclopedia of Jews in the Islamic World*, and translated Italian primary texts to supplement research.
- Presented research discoveries to private donors who funded the Diarna fellowship at Wellesley College.

SKILLS

- Bilingual in English and Italian
- Microsoft Office Specialist Excel 2016 Certification
- International experience: traveled and lived abroad independently in Canada, England, France, Germany, Italy, Japan, Mexico, Spain, Turkey, and The United Arab Emirates