

Adam Freedman

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EDUCATION

- University of Maryland – Presidential Scholarship** **Anticipated Graduation: May 2022**
Bachelor of Business Administration (Finance)
Minor in Real Estate
- A.W. Dreyfoos High School of the Arts** **Sept 2014 – May 2018**
Major in Band (Clarinet, Saxophone)
- TERP High School Scholars Program at UMD** **May 2016 - Aug 2016**
Focused on creative thinking to spur innovative & entrepreneurial ideas
Ideated prospective products, business plans, and distribution models
- Summer Businesses & Entrepreneurship Course** **Summer 2015**
at Stevens Institute of Technology
Collaborated in teams to develop real products and prototypes
Honed pitching, public speaking, and problem-solving skills
Won 1st Place for Best Entrepreneurial Prototype

PROFESSIONAL EXPERIENCE

- Encore Capital Management Real Estate and Development Firm Intern** **May 2019 – Aug 2019**
- Worked in all departments of the company including sales, permitting, and field work
 - Contributed to the building process of over 1000 homes within the Margaritaville resort
 - Prepared purchase agreements, lease documents, contracts and closing statements
 - Attended Head contractor and homebuyer walkthrough of property for inspections
 - Oversaw training sessions and quarterly seminars for sales agents on sales techniques
 - Held property open houses at many residential community listings
- Rent Finders USA Real Estate Agency Intern** **May 2020 – Aug 2020**
- Gained hands on experience in construction and site development
 - Assisted with installation of intercoastal boat docks and seawalls
 - Advised homeowners on sustainability and longevity of materials used for their home

EXTRACURRICULARS

- Adam's Basketball Clinic at Potentia Academy Founder** **Oct 2018 – Apr 2019**
- Coached basketball tri-weekly to adolescents with varying degrees of disabilities
 - Managed scheduling and budget of games and practices
 - Worked with participants to develop agility, teamwork, and self-confidence
- University of Maryland Real Estate Club** **Dec 2019 – Apr 2020**
- Worked with undergraduate and graduate students to schedule weekly activities
 - Prepared reports summarizing and analyzing trends and issues in real estate (volatility of the market)
 - Networked among students interested in real estate from other schools at a professional level

LEADERSHIP

- Business & Innovation Club Founder and President** **Aug 2017 – May 2019**
- Planned and organized monthly meetings focused on business careers and strategies
 - Initiated our participation in FBLA (Future Business Leaders of America) organization
 - Led students to win 2nd Place Award in customer service at FBLA competition
- Alpha Epsilon Pi Organization Social Chair** **Dec 2018 – Dec 2019**
- Ideate, budget, and schedule multiple events per week for 100+ participants
 - Communicated between Fraternity and University to establish plan for ensuring student safety
- Peres Leadership Program** **Sept 2018**
- Selected to form relationships with funders and influential community leaders
 - Received mentorship from successful Real Estate Professionals; developed prospective business plans
- Varsity Basketball, Dreyfoos Jaguars, Team Captain** **Aug 2016 – May 2019**

SKILLS

- MLS Database
- Microsoft Office Programs
- iWork Programs
- Google Drive Programs
- Android Programs
- Project Planning
- Engineering Insight
- Technological Expertise
- Business Law
- Client Services
- Due Diligence
- Collaborative Work Ethic