

Anthony J. DeCristoforo

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EDUCATION

Santa Clara University, Santa Clara, CA

Anticipated Graduation June 2022

Bachelor of Science in Economics, with Minor in Real Estate

- Real Estate Association, Santa Clara University (Fall 2019-Present)
 - Executive Board Member
 - Planning and coordinating speakers and events (interview workshops and annual symposium); oversee professional mentorship program; manage social media strategy; increase visibility and membership.
- Sigma Chi Fraternity, Lambda Gamma Chapter (January 2019-Present)
 - Brotherhood Committee Member; planning and execution of fraternity-wide events.

EMPLOYMENT

JLL, Sacramento, CA

Summer 2021

Paid Brokerage Intern

Researched and analyzed implications of COVID-19 and its impact on the greater Sacramento area market and presented findings to the Sacramento office brokers. Compiled list of select retail tenants within specific markets to assist broker outreach and cold-calling. Researched and visited multiple sites in Sacramento and San Francisco for potential leasing properties. Shadowed brokers in their day-to-day operations to gain insight in market trends, client communication, property tours, open houses, and general management and business development.

JLL, Sacramento, CA

Summer 2020

Paid Summer Intern

Internship offer accepted. Rescinded due to COVID-19.

Pursuit Promotional Management, Inc., Sacramento, CA

Summer 2019

Paid Marketing Intern

Direct marketing and sales of consumer products, ranging from household cleaning goods to \$1,500 electric bikes, in members-only retail settings across Northern California and Northern Nevada. Enhanced public speaking and rapport building skills. Learned sales pitch for a different product every two weeks, and presented pitch to consumers along with demonstration of the product's full range of capabilities.

The Edwards Company, Sacramento, CA

Summer 2019

Commercial Real Estate Intern

Introduction to and general overview of commercial real estate principles and practices. This included reviewing multiple commercial real estate handbooks and source materials, with weekly conference calls to discuss real estate fundamentals.

LICENSE & CERTIFICATION

California Real Estate Salesperson License (No. 02162593)

Bloomberg Market Concepts certified.