

Natalie Flynn

408.833.4840

www.linkedin.com/in/natalie-flynn1

nflynn@scu.edu

EDUCATION

Santa Clara University, Santa Clara, CA

Expected Graduation: June 2023

Bachelor of Science in Commerce, *Major: Finance Minor: Real Estate*

GPA: 3.62

Board Member of SCU Real Estate Association, Modern Languages & Literatures Student Ambassador, Officer of Cultural Italian American Organization, Italian TA, Competing For SCU in the NAIPO Silicon Valley Commercial Real Estate Case Study Competition

EXPERIENCE

SJ Office of Economic Development, Downtown Management/Business Development Intern September 2021 - Current

- Assist with general business outreach related to corporate retention and expansion Downtown
- Assisting with outreach, management, and implementation of the SJ Al Fresco initiative -- a program to encourage businesses to expand their operations
- Coordinating business outreach to the top 25 Downtown employers including identifying companies/company contacts and setting up meetings, doing pre-meeting research, creating briefing sheets, and following up on issues with appropriate city departments
- Participating in City-related meetings and activities, meeting with government agencies, private industry, and the community

Miller Center for Social Entrepreneurship Impact Investing Intern September 2021 - Current

- Hands-on work experience researching, analyzing, and determining the impactfulness and investment readiness of social enterprises from around the globe by conducting an intensive due diligence process on the SE's that apply for financial support
- Internship granted after successful completion and good performance at investment boot camp from July 12 to July 30, 2021

Parkworth Wealth Management, Inc: Paid Intern June -September 2019 & 2020

- Worked on Salesforce, entering client account data and created company-wide financial reports, asked back after first summer
 - Transitioned company's information to a new CRM system and confronted problems within the new CRM system as they arose
 - Created Salesforce company interface based on employee feedback, resulting in easy access to reports, better task completion system and progress tracker
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LEADERSHIP

SCU Real Estate Association Board

September 2021- Current

- Help facilitate learning for students interested in careers in Real Estate by exposing members to the field through hosting panel discussions with industry professionals, property tours, networking events, our annual real estate symposium, and more
- Connect students to industry leaders through our mentorship program to receive invaluable career advice and expand their networks

Leavey School of Business Peer Advisor

August 2020- June 2021

- Trained for this position, to advise on the business school requirements of various majors and minors, assigned to a small group of freshmen to advise on courses and show them SCU's many advising resources and materials
- Met with fellow students to help them make course plans, 4-year plans, answer questions about different majors & minors

Elite Spartans: Part-Time Trainer

March 2021- July 2021

- Ran high intensity cardio-based exercise class for all ages, provided modifications, prevented injuries, provided positive motivation, pushed people while being sensitive to their physical limits
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TRAININGS

University Impact (UI) Impact Investing Bootcamp

July 12- July 30, 2021

- An intensive three-week training program, 7 hours daily that taught the principles of impact investing, from financial analysis to social impact measurement
 - Hands-on experience with the due diligence process and grant/financial report writing as UI gave us actual numbers, from real proposals, from actual organizations to make informed decisions about how to invest with the purpose of a social impact
 - Received scholarship to attend this bootcamp
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SKILLS

- Introductory to moderate level knowledge of Salesforce
- Computer skills: Excel, Word, Photoshop
- Strong analytical, problem-solving, and communication skills
- Detail-oriented and highly organized

INTERESTS Fields of interest: Commercial Real Estate, Real Estate Law, Corporate Development, Investment Banking