

RYAN D. SMITH
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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate, Real Estate Major **2020-2022**
• Club Involvement: Real Estate Club Board (VP of Conferences & Competitions), Veterans, Private Equity, Finance, Tennis

UNIVERSITY OF ARKANSAS **Fayetteville, AR**
Master of Science, Operations Management **2016-2019**

AUBURN UNIVERSITY **Auburn, AL**
Bachelor of Arts, Communication Major, Business Minor **2008-2012**
• Cum Laude, awarded 4-year ROTC Scholarship, Wing Commander (150 cadet unit), Nichols Award (#1 of 22 senior cadets)

EXPERIENCE

REAL ESTATE INVESTMENT **Auburn, AL; Destin/FWB, FL; Clovis, NM**
Owner and Manager **2016-Present**

- Acquired and actively managing three single-family residential rental properties in separate markets; sourced deals in partnership with local operators, targeting markets anchored by universities or military bases; generated 16.1% ROE
- Repositioned short-term vacation rental property with design updates and new marketing strategy: increased average daily rate 86% and occupancy 57% from previous owner's 3-year average, achieved 51% cash-on-cash return 2018, 64% in 2019

GAY CONSTRUCTION COMPANY **Atlanta, GA**
Rotational Leadership Program **2019-2020**

- Preconstruction Team: analyzed and priced \$65MM in construction projects; supervised \$28MM in contract buyout
- Project Engineer: created concept budget and value-engineering recommendations resulting in capture of creative office, adaptive re-use project in West Charlotte including 3 parcels & 5 structures totaling 450K SF and \$25MM in construction costs
- Field Engineer: supervised 110 sub-contracted personnel, executed \$8MM in on-time, ground-up construction; managed architecture/engineering & contractor relationship mitigating cost overruns

ROB BROOKS REALTY
Real Estate Sales Associate **2018-2020**

- Performed market analysis based on construction/renovation starts; sourced and completed 32 condo and SFR transactions concurrent with active duty USAF service, generated \$5.5MM in gross sales
- Grew property management revenue base by 12.3% in 2019 and led brokerage in property management client acquisition

US AIR FORCE SPECIAL OPERATIONS COMMAND **Multiple**
U-28A Aircraft Evaluator and Instructor Combat Systems Officer **2012-2019**

- Controlled U-28A aircraft navigation, communication, and targeting sensors; served six deployments to Middle East and East Africa; directed high functioning teams in hostile threat environment—completed 250 special operations combat flights
- First officer selected for promotion to Evaluator (highest aircrew designation) in peer group, ranked in top 1% of unit
- Distinguished Graduate at three-month instructor upgrade training, graduating in top 10% of 75 candidates

319TH SPECIAL OPERATIONS SQUADRON **Hurlburt Field, FL**
Supervisor **2018-2019**

- Managed 21 officers, authored performance evaluations, grooming high performers: 100% promotion rate of eligible candidates
- Identified inefficiency generating training shortfall of 870 flights, performed budget-neutral overhaul of flying schedule increasing number of training sorties by 194% and materially improved deployed performance
- Collaborated with multiple foreign nation counter-terrorism teams to develop new training and standards leading to reduced coalition casualties; named top instructor among 45 peers after validating tactics in six combat operations

318TH SPECIAL OPERATIONS SQUADRON **Cannon AFB, NM**
Project Manager **2014-2017**

- Designed flying schedule of 4,500 hours and 1,040 missions for 100 pilots, 50 combat systems officers, and 40 tactical systems operators, resulting in 100% combat readiness and optimal utilization of unit funds totaling \$6.8MM annually
- Selected as Cannon Air Force Base Safety Officer of the Year (#1 of 134); led safety program for 140 aviators to unprecedented, mishap-free flight and occupational safety record while totaling highest number of flying hours

ADDITIONAL INFORMATION

Skills and Certifications: ARGUS Enterprise, REFM Excel for RE Level 1&2; Licensed Real Estate Sales Associate
Organizations: Urban Land Institute member; NAIOP member; Zell-Lurie Center member; Children in Crisis volunteer
Interests: Fishing, caught all five species of salmon in Alaska; lifelong athlete, coach/captain 319th SOS flag football/softball