

# LORENZO B. LOPEZ

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate; Major in Real Estate, Finance*

2023-Present

- Member of Wharton Real Estate Club; UNC – Chapel Hill National Real Estate Development Challenge Team Member
- Relevant coursework: Real Estate Investments, Real Estate Development, Urban Real Estate Economics, Wall Street Prep Real Estate Financial Modeling Certification, ARGUS Enterprise

### THE UNIVERSITY OF NEW MEXICO

Albuquerque, NM

#### *Bachelor of Science in Statistics | Minor in Naval Science*

2011-2014

- Naval Reserve Officer Training Course (ROTC) program Midshipman; National Sojourners Academic Excellence Award; award for a Naval ROTC Midshipman in the top ten percent of academic standing and that demonstrated superb leadership skills.

## EXPERIENCE

### UNITED STATES NAVY

#### **U.S. Special Operations Command (USSOCOM) - Special Operations Missions Intelligence Officer**

Tampa, FL

*Headquarters unifying U.S. Department of Defense special operations forces; supports U.S. and NATO elite forces.*

2021-2023

- Directed 20-person team of military and civilian analysts. Led collection, analysis, and reporting of critical information used to conduct sensitive operations. Served as geopolitical expert on Russia, China, and Iran for senior leadership.
- Selected from 30 peers to be USSOCOM lead intelligence officer during 2021 effort to evacuate U.S. citizens and allies from Afghanistan. Delivered ~90 updates to decision-makers and real-time intelligence to U.S. forces to ensure mission success.
- Crafted and pitched a new project to establish new baseline intelligence assessment on certain threats in the Middle East; organized collaborative efforts among intelligence agencies (CIA, NSA, and DIA).
- Streamlined operating procedures to double the number of senior leaders receiving daily intelligence; nearly doubled agencies and U.S. Special Forces supported.

#### **Strike Fighter Squadron One Zero Six - Senior Aviation Intelligence Officer**

Virginia Beach, VA

*U.S. Navy's largest F/A-18 jet squadron, with 1,500+ personnel.*

2018-2021

- Coordinated 30-35 analysts to deliver pre-mission intelligence support to flight syllabi for flight school students. Briefed senior leadership on threats and geopolitical dynamics prior to overseas deployments. Facilitated training of ~50 military students from partner countries. Managed 1,500+ security clearances for all squadron personnel.
- Constructed a streamlined information sharing process between multiple organizations while maintaining protective security measures, halving the time to provide critical intelligence to student aviators and enabling a higher operational capacity.
- Awarded Navy and Marine Corps Achievement Medal for introducing leadership and process improvements; improved student graduation rate by 70% and ranked in top 10% of junior officers.

#### **Helicopter Sea Combat Squadron Nine - Carrier Air Wing Intelligence Officer**

Norfolk, VA

*U.S. Navy search and rescue, combat logistics, and maritime attack helicopter squadron.*

2014-2018

- Created linear regression model to predict when and where adversary aircraft would take off (89% accuracy rate), allowing senior leadership and aircrew to near-complete situational awareness of the battlespace.
- Led 15-member team to provide intelligence for 200+ naval aviators on aircraft carrier in Syria and Iraq. Functioned as geopolitical expert on Russia, Iran, and Syria. Deployed to Bahrain, Greece, Israel, Saudi Arabia, the U.K., U.A.E., and Qatar.
- Recognized as "Best Aviation Intelligence Officer" of Carrier Air Wing by the intelligence instructors and staff at the Naval Aviation Warfare Development Center (a.k.a., TOPGUN).

### BERKSHIRE HATHAWAY – ROSE & WOMBLE TOWNE REALTY

Norfolk, VA

#### **Residential Development Analyst & Realtor**

2018-2021

- Developed financial forecast models for evaluation of proposed single-family and multi-family developments. Developed portfolio of recommendations based on analysis of market trends, enabling C-suite executives to make informed decisions.
- Achieved "Rookie of the Year" in 2019 for \$8M in sales, nearly double the average annual sales of peers.

## ADDITIONAL INFORMATION

- **Community Impact:** Produced and taught a "First-time Home Buying, Investing, and Personal Finance" class for U.S. Navy Sailors and their families.
- **Internships:** Residential DataBank, Sandia National Laboratories.
- **Interests:** Actively managing personal single-family homes investment portfolio, Actively managing personal stock portfolio, Fitness, Camping in the Rocky Mountains, Theodore Roosevelt history, NFL/College Football, Mixology/Cocktail Making.