

## Sofia Ricci Roane

sroane@sas.upenn.edu +1 (337) 352 4035 roanesofia@gmail.com

### EDUCATION

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**University of St. Gallen**, St. Gallen, Switzerland **Jun 2026**

BA, Major in Business Administration - Finance Specialization

*Relevant Coursework: Financial Management; Microeconomics; Macroeconomics; Accounting, Controlling, and Auditing; Operations Management; Asset-Backed Commodity Trading; Swiss Private Law; & Public International Law*

**University of Pennsylvania**, Philadelphia, US **Aug 2024 - May 2025**

*Relevant Coursework: Real Estate Development, Real Estate Investment, Urban Real Estate Markets, Urban Redevelopment, Corporate Finance, Business Strategy, & Microeconomics | Wharton Undergraduate Real Estate Club (NYC Trek)*

### WORK EXPERIENCE

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**Project Destined - Real Estate Private Equity Intern** **Jan 2025 - Mar 2025**

- Underwrote and created investment recommendations for three multifamily deals individually and in teams, placing second place out of 100+ participants in the individual competition

**Dow Inc. - Corporate Real Estate & Facilities Shadowing** **Jul 2024**

- Gained insight into real estate portfolio management by reviewing property usage and optimization strategies
- Deepened understanding of strategic real estate planning by considering business needs and cost-saving measures

**Un-Dress (Oikos) - Finance & Sponsoring Associate** **Sep 2023 - Jun 2024**

- Negotiated sponsorship contracts with financial and in-kind sponsors while cultivating long-lasting partnerships
- Oversaw the budget of the largest sustainable fashion in Switzerland (exceeding CHF 100,000) while maximizing revenue streams
- Established the ticket pricing strategy for the fashion show and after-party aiming to maximize revenue streams

**Crossbow Partners AG - Asset Management Intern** **Jul 2023**

- Developed an investment case on a discretionary global macro hedge fund with USD 1,100+ MM AuM distributed to Crossbow clients, describing potential investment opportunities based on probable global macro-trends in the next 6-12 months through analyzing hedge fund data
- Authored a recommendation to investors of a fundamental, bottom-up global hedge fund with USD 2,600+ MM AuM, grounded in historic and current market and fund data

### CERTIFICATES & EXTRACURRICULAR ACTIVITIES

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**Project Destined Commercial Real Estate Fundamentals Levels 1, 2, and 3** **Dec 2024**

**Argus Enterprise Training Course (Wharton Undergrad Real Estate Club - University of Pennsylvania)** **Nov 2024**

- Developed practical experience in lease entry, budgeting, market assumptions, and valuation through interactive case studies, with a focus on cash flow modeling, portfolio reporting, and sensitivity analysis

**The Real Estate Financial Modeling Bootcamp (udemy)** **Jul 2024**

*Certificate no: UC-4ed6d167-db52-4899-89d2-7092785f342d*

- Acquired Excel financial modeling knowledge & skills to model real estate investment transactions

**Real Estate Value Chain Certificate (Student's Real Estate Club - University of St. Gallen)** **Mar 2023 - May 2023**

*Awarded by the Competence Center for Real Estate Management (s-bf/HSG) at the University of St. Gallen*

- Gained insights into real estate valuation, financing, development, investment, and marketing
- Researched, developed, and presented solutions to various case studies of Swiss and other European real estate firms

**Conecte Os Pontos - Donation & Marketing Manager** **Aug 2018 - May 2021**

- Created effective marketing medium for donation campaigns, exceeding target donation goal of BRL 25,000

### SKILLS & ADDITIONAL QUALIFICATIONS

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**Technical:** Intermediate: Microsoft Office, G-Suite, Adobe Phototshop, and Canva | Basic: Argus Enterprises

**Languages:** English (native), Portuguese (native), German (native), Spanish (conversational), and Italian (beginner)

**Citizenships:** United States of America, Brazil, Switzerland, and Italy

**Interests:** Tennis, Cooking, and Photography