DAMIAN CHANG

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EDUCATION AND HONORS

Binghamton University, State University of New York, Harpur College of Arts and Sciences **Vestal, NY**
Bachelor of Science in Financial Economics, Minors in Digital and Data Studies and Accounting Expected May 2027
Major GPA: 3.71/4.00 | Harpur College Dean's List Fall 2023, Spring 2025, & Fall 2025

REAL ESTATE PROJECTS AND PROFESSIONAL DEVELOPMENT

Project Destined Real Estate Private Equity Virtual Internship Program Apr 2026 - May 2026
Real Estate Private Equity Virtual Intern

- Researched property markets by analyzing numerous private equity case studies using market research, financial underwriting, capital structures, IRR, and equity multiples to compare deal scenarios to identify risks and returns.
- Constructed a property investment thesis using simulated market conditions, financing assumptions, and projected returns to pitch a final real estate deal to industry judges while defending the investment recommendation.

Project Destined Commercial Real Estate Fundamentals Program Feb 2026 - Mar 2026
Commercial Real Estate Program Participant

- Applied market and property analysis, valuation, deal financing and financial modeling structures, and commercial real estate underwriting to connect financial concepts to real estate investment analysis.
- Utilized underwriting models through Excel to evaluate property values, financing assumptions, and projected returns; summarized key projections and risks for commercial real estate case studies.

Management Consulting Group — RSM Spring Strategy Case Competition **Vestal, NY**
Team Leader — Semifinalist *Feb 2025 – Mar 2025*

- Coordinated alongside a team of 4 to develop innovative go-to market strategies to increase business growth using technology by identifying key problems, addressing human needs, and implementing recommendations.
- Facilitated market research and financial analysis to propose strategic solutions, including reworking membership plans, incorporating benefits, expanding automation, and direct marketing for a Fortune 500 company while presenting findings and conveying public speaking skills to a panel of Executive Board and Committee members.

PROFESSIONAL EXPERIENCE

Vector Marketing & Cutco Cutlery **Olean, NY**
Sales Representative *Nov 2023 – Jan 2024*

- Prospected and built relationships with 50 new clients through cold calls, presentations, and product demonstrations; negotiated pricing with clients while closing deals up to $250, driving a 10% increase in sales, exceeding monthly sales targets by 15%, and increasing retention rates by 18% among existing customers.
- Executed sales training and role-play sessions to refine sales and negotiation skills while staying current on product knowledge in order to continuously support both personal and team sales growth.

LEADERSHIP EXPERIENCE

China Care Club **Vestal, NY**
President, Vice President of Internal Affairs, Treasurer *Apr 2024 – May 2026*

- Spearheaded efforts to increase club profit and turnout rate by utilizing a budget of $250 to organize and execute cultural and fundraising events, successfully raising $1.5k in revenue as well as a 25% increase in attendance.
- Orchestrated operations including finance, sales, marketing, and human resources to increase budget allocation by 67% while leveraging data correlating budget spending and event attendance to find opportunities for expansion.
- Served as the primary spokesperson for the club by fostering team coordination, cooperation, and communication to ensure smooth operations while representing its interests at general body events on campus.

SKILLS

Technical Skills: Microsoft Excel, financial modeling, financial underwriting, property valuation, market analysis, capital structure analysis, investment thesis development, cash flow and net operating income (NOI) analysis, capitalization rate analysis, internal rate of return (IRR) analysis, equity multiple analysis, and investment risk analysis.
Professional Skills: Leadership, collaboration, and communication