

# Willard Hammonds III

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## EDUCATION

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**Texas A&M University, Mays Business School** College Station, Texas  
*Master of Real Estate* December 2024

**Texas A&M University, Mays Business School** College Station, Texas  
*Bachelor of Business Administration in Finance* May 2023  
GPA: 3.60/4.0  
Honors: Cum Laude & University Honors

## EXPERIENCE

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**Gulfstar Group Investment Bankers** Houston, Texas  
*Intern, Financial Analyst* July 2022

- Assisted five Junior Financial Analysts in executing buy and sell side transactions to support client needs
- Played a key role in satisfying customers by preparing buyer lists and other pitchbook support documents

## LEADERSHIP & INVOLVEMENT

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**Aggie Real Estate Association** College Station, Texas  
*President* December 2023 - Present  
*Member* August 2023 - Present

- Orchestrated networking events among approximately 70 members of Master of Real Estate cohorts
- Elected to oversee the communication, facilitation, efficiency, and productivity of AREA events

**MSC Hospitality - Tours and Traditions Subcommittee** College Station, Texas  
*Tour Guide* September 2022 - Present

- Demonstrated communication skills and acted as an engaging tour guide for MSC Hospitality at Texas A&M
- Performed Campus, MSC, and Bonfire Memorial tours and other community service around College Station

**Real Estate Aggies in Leadership** College Station, Texas  
*General Member* September 2022 - August 2023

- Actively participated in meetings and gained insights from industry experts for various property types
- Leveraged membership to network with professionals and learn from their past experiences

**Aggie Nickwork** College Station, Texas  
*Treasurer* August 2021 - October 2022

- Successfully used sound judgement in financial oversight of a maximum of \$2000 in organizational funds
- Collaborated with student leaders to responsibly use and raise funds for outreach, philanthropic, administrative, and social purposes for the benefit of the organization and local community

**Texas A&M Wesley Foundation** College Station, Texas  
*Study Co-Chair* August 2021 - May 2022

- Worked with A&M United Methodist Church and the Wesley Foundation to perform joint programming
- Elected to lead a Co-Ed Bible Study one night a week; gave guidance to men's and women's Bible studies; recruited Bible study leaders for other faith-based activities and programming

## SKILLS, ACTIVITIES & INTERESTS

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**Professional Skills:** Certiport certified in Microsoft Word, PowerPoint, Excel, and Access

**Certifications & Training:** Currently pursuing Texas Real Estate License and ARGUS certification

**Activities:** 3 hours/week volunteering for Bible studies and worship; Organizing Entrepreneurship Speaker Series, ICSC Member

**Career Interests:** Real Estate development, asset management, and investment analysis; Entrepreneurship

**Personal Interests:** Mountain Biking; Hiking; Hunting; Fishing; Watching College and NFL Football; Ultimate Frisbee; Tennis; Pickleball; Golf; Action Ball; Traveling