

Ricardo Tomas Longoria

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EDUCATION

Texas A&M University, Mays Business School

Master of Real Estate

College Station, TX

May 2025

Texas Christian University

Bachelor of Science in Economics

Minor in Political Science

Fort Worth, TX

May 2023

EXPERIENCE

Exelco

Exelco Franchisee Management Intern

Denver, CO

October, 2023 – December, 2023

- Learned Church's Chicken management structure beginning at Chambers Denver Colorado location, followed by shadowing district manager learning to manage all 8 Colorado locations, leading to shadowing Head of Food Division at Exelco, and learning perspective to manage all 130 Church's Chicken locations in both United States and Mexico
- Contributed to 8-figure investment decision made by Head of Food Division along with company board regarding expansion of Church's franchise by offering insights into Colorado food market
- Introduced new ideas for food menu items that Head of Food Division will implement to generate more profit in Church's Chicken locations once approved by Church's Corporate

Marcus & Millichap

Corporate Intern, Knipp Wolf Group

Fort Worth, TX

June, 2022– August, 2022

- Prospected potential investment properties in DFW market, facilitating connections between property owners and agents in Dallas Office.
- Received one-on-one sales training from DFW regional manager, focusing on key selling techniques such as cold calling, overcoming objections, using SPIN selling model
- Gained valuable insights into brokerage continuum and its significance in real estate industry

LEADERSHIP

Travis Avenue Baptist Church

College Ministry Leader

Fort Worth, TX

August, 2021– May, 2023

- Founded and led a weekly men's Bible study of 6 members and accountability group, fostering spiritual growth and sense of community among college students
- Engaged in community outreach efforts on college campus, effectively connecting students with church and providing discipleship opportunities for men
- Demonstrated strong leadership skills in guiding and mentoring members of ministry, fostering environment of growth and support

SKILLS, ACTIVITIES & INTERESTS

Languages: 100% bilingual in both English and Spanish

Technical Skills: Word, PowerPoint, ArcGIS Pro, Excel

Activities: STUMO Leadership, Mission overseas in Middle East, Kaleo Summer Discipleship Program, Harvard YPO Business Leadership Summer Program, Outward Bound Leadership Program 3 times and received intensive leadership training

Interests: Passionate in living out faith in Christ, bowhunting, weightlifting and calisthenics, shooting competitively, discipling men, and creating disciples