

EJ Smith IV

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EDUCATION

Texas A&M University, Mays Business School
Master of Real Estate

College Station, TX
May 2025

Stanford University

Bachelor of Degree in Science, Technology and Society, focus in Innovation and Organization
GPA: 3.60 /4.0
Units: 186

Palo Alto, CA
December 2023

EXPERIENCE

Altamont Capital

Intern

Palo Alto, CA
June 2022 – July 2022

- **Uncovered High-Potential Investment Opportunities:** Navigated through saturated market to conduct in-depth research and trend analysis across multiple industries, identifying 12 investment opportunities that significantly steered the firm's strategic direction and reinforced a culture of data-driven decision-making
- **Assessed Partnership Viability for Market Expansion:** Developed in-depth case study on 10 companies, utilizing low-income market penetration as pivotal metric, and distinguished companies that fulfilled rigorous partnership criteria, setting a course for their sustainable growth and enhanced community impact
- **Strategically Positioned Mid-Market Investments:** Directed targeted industry analysis to align investments with mid-market insurance firms, isolating 5 key players for potential partnerships, thus bolstering the firm's market standing and projecting an increase in revenue
- **Facilitated Data-Driven Decision-Making:** Synthesized complex market analysis into a coherent presentation, delivering critical insights to firm leadership, which catalyzed **3** strategic partnerships and supported informed investment decisions

VOLUNTEER & MENTORSHIPS

Minnie's Food Pantry

Volunteer

Dallas, TX
2018 – Present

- Compiled food boxes to give families that struggled financially and needed extra support

Blue Star Innovation Partners

Mentorship

Dallas, TX
2018 – Present

Learned about private equity from mentor and Blue Star Innovation Partner's Founder and Managing Director, Rob Wechsler

- Gained knowledge on how to look at certain businesses and appropriately run a business

SKILLS, ACTIVITIES & INTERESTS

Languages: Spanish (Intermediate)

Technical Skills: RE Market Analysis, Financial Modeling, Data Interpretation & Analysis, Strategic Planning & Organization

Activities: Division 1 Football Player, Member of The Omega Psi Phi Fraternity Inc.

Interests: Investing in Stocks/Bonds, Watching Films, Traveling