

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

JLL

Office Tenant Rep Brokerage Intern

Houston, TX

June 2024 – August 2024

- Prospected prime office spaces across the Houston Metroplex for client leasing.
- Developed market surveys highlighting key lease business terms to guide client decisions.
- Financially modeled lease proposals in Excel to demonstrate financial terms on commercial leases to present to clients.
- Abstracted a commercial office lease and four amendments totaling 250 pages in legal documents.

Exelco, Inc.

Exelco Franchisee Management Intern

Denver, CO

October 2023 – December 2023

- Shadowed district and division managers, learning to manage 130 Church's Chicken locations across the U.S. and Mexico.
- Contributed insights to an 8-figure investment decision regarding franchise expansion in Colorado and expansion of real estate retail investment properties in Exelco portfolio.
- Proposed new menu items aimed at increasing profitability, pending corporate approval.

Marcus & Millichap

Corporate Intern, Knipp Wolf Group

Fort Worth, TX

June 2022 – August 2022

- Prospected investment properties in the DFW market, connecting property owners with agents.
- Received specialized sales training in cold calling from DFW regional Manager Mark McCoy, objection handling, and the SPIN selling model.
- Developed a deep understanding of the brokerage continuum and its role in real estate.

LEADERSHIP

Travis Avenue Baptist Church

College Ministry Leader

Fort Worth, TX

August 2021 – May 2023

- Founded and led a weekly men's Bible study and accountability group, fostering spiritual growth among college students.
- Conducted outreach efforts on campus, connecting students with the church and offering discipleship opportunities.
- Guided and mentored ministry members in Travis Avenue, cultivating a supportive personal and spiritual growth environment.

SKILLS, ACTIVITIES & INTERESTS

Languages: 100% bilingual in both English and Spanish

Technical Skills: PowerPoint, ArcGIS Pro, Financial Modeling in Excel, Data Analysis

Activities: STUMO Leadership, Mission overseas in the Middle East, Kaleo Summer Discipleship Program, Harvard YPO Business Leadership Summer Program, Outward Bound Leadership Program

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