

Henry Groff

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EDUCATION

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

College Station, Texas
May 2026

Texas A&M, Dwight Look College of Engineering
Bachelor of Science in Industrial Distribution
Honors: Sigma Delta Honor Society

College Station, Texas
December 2024

EXPERIENCE

Marcus & Millichap

Investment Brokerage Intern, Silverman Wagner Group

Houston, Texas
June 2024 – August 2024

- Mentored by two senior brokers and regional manager, while also completing a training program that extensively covers the brokerage continuum over the course of eight weeks.
- Utilized CoStar, LandVision, Reonomy, LexusNexis, and Monday.com to procure and database information such as owner contacts, rent comparisons, and occupancy rates, helping the Silverman Wagner Group secure four proposal meetings.
- Gained a comprehensive understanding of investor motivations for buying, selling, or refinancing properties through attending 18 initial client meetings, where key factors such as financial goals, market trends, and risk tolerance were discussed.
- Acquired insights on how lenders, buyers, and sellers each uniquely underwrite through underwriting workshops and follow up meetings with mentors.
- Enhanced communication skills through business development call and first appointment training.

ECP Solutions

Rotational Intern

Houston, Texas
May 2022 – August 2022

- Selected by the Houston Electrical League to participate in internship.
- Developed Excel skills through managing hundreds of assets and adding to the blockchain; descriptors include serial numbers, rental dates, testing dates, and calibration dates.
- Enhanced interpersonal communication skills through direct sales.
- Prepared purchase/sales orders and quotes for customers and suppliers in suite system to ensure efficient tracking of rental products, optimal inventory management, and essential financial planning.

REAL ESTATE COURSEWORK

Financial Modeling

- Gained experience using Excel models for cash flow basics, valuations, and amortization schedules.

Real Property Finance

- Applied concepts of debt financing & capital structuring to analyze and abstract 4 deals in today's market.

Real Property Analysis

- Performed a hypothetical economic based analysis for Orlando, FL which included calculating location quotients, basic employment, economic base multipliers, population employment ratios, forecasting total employment and population growth, and analyzing results.

ACTIVITIES/SERVICE

Kappa Alpha Order

August 2020 – May 2024

- Rush Team 2021

Professional Association for Students in Industrial Distribution (PAID)
Big Event

January 2022 – December 2024
March 2021

SKILLS & INTERESTS

Technical Skills: Excel, Basic Python, Technical Writing, Real Estate Investment Analysis.

Interests: Financial Modeling, Debt Financing & Capital Structuring.