

# JOSEPH A. RUBIN

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## OBJECTIVE

To obtain a position in an investment real estate, development, acquisitions and dispositions, or asset management capacity

## EDUCATION

**UNIVERSITY OF FLORIDA – Hough Graduate School of Business** Gainesville, FL  
**Master of Science – Real Estate** May 2010

**UNIVERSITY OF FLORIDA – Warrington College of Business Administration**  
**Bachelor of Science in Business Administration - Management** May 2006  
Minor in Entrepreneurship

## EXPERIENCE

**Financial Analyst** January 2008 – July 2008  
Marcus & Millichap Real Estate Investment Services Fort Lauderdale, FL

- Analyzed financial statements and current market conditions
- Selected, surveyed and analyzed rent and sales comparables
- Determined the true market value for each given property
- Prepared marketing materials and presentation proposals

**Investment Sales Associate** June 2006 – January 2008  
Marcus & Millichap Real Estate Investment Services Fort Lauderdale, FL

- Developed client relationships
- Generated new leads for business, established first meets with new clients
- Performed financial underwriting to come up with current market values on properties
- Gained thorough understanding of the lending market/current market/economic conditions
- Proactively marketed and advertised properties for sale
- **Was involved and paid on \$37 Million of closed transactions and had \$30 Million under contract**

## SKILLS

Licensed Real Estate Sales Associate, 2006

Competent Communicator – Toastmasters International

Strong organization and detail-oriented skills

Strong leadership, interpersonal, and communication skills

Goal Oriented

**Computer skills:** ARGUS, CoStar, REA, Microsoft Office (MS Word, PowerPoint, Excel, Outlook)

## PERSONAL

Worked as a leasing agent and broker/development assistant, October 2008 - May, 2009

Able to analyze individual markets on a micro and macro level, real estate trends and values in the marketplace; Ability to read financial statements, value properties based on a 10-year IRR, canvassing and cold calling with the capability of managing ongoing relationships with 300 - 500 different clients simultaneously