

# Maria Hernandez

Atlanta, GA | [LinkedIn](#) | 404-426-5691 | [mhernandez46@student.gsu.edu](mailto:mhernandez46@student.gsu.edu)

## EDUCATION & PROFESSIONAL DEVELOPMENT

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### Georgia State University

Atlanta, GA

*BBA in Finance, Real Estate (3.7 GPA)*

*May 2025*

- Relevant Coursework: Corporate Finance, Financial Accounting, Financial Analysis and Introduction to Loan Structuring, Economics.
- Extracurriculars: Finance & Investment Network (President 2022), Commercial Real Estate Group, Family Law Society, Association of Latino Professionals in Finance and Accounting.

### Goldman Sachs Women's Possibilities Summit

Virtual

*Asset & Wealth Management Track - Participant*

*January-March 2023*

- Actively participated in the program's personal and professional development workshops, such as how to work effectively in a team and how to make your personal elevator pitch, completing assigned tasks on time.

### 2023 Wells Fargo Women on Wall Street Summit

Charlotte, NC

*Commercial Real Estate Track - Participant*

*February 2023*

- Attended CRE training sessions in which management and bankers of the firm discussed the role of lenders in real estate, how accessibility to debt and other forms of capital affect firms, and the financing needs of different asset types.

## WORK EXPERIENCE

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### J. Mack Robinson College of Business

Atlanta, GA

*Undergraduate Teaching Instructor*

*August 2023-Current*

### Selig Enterprises, Inc.

Atlanta, GA

*Rotational Development Intern*

*June 2023-August 2023*

- Eight-week rotation program working with various departments such as investments, development, leasing, accounting, and property management.
- Collaborated with other interns in a two-month long Capstone Project, in which we recommended an action plan for a Selig-owned unanchored suburban retail property to senior executives.
- Performed market research on the Metro Atlanta area utilizing CoStar and Placer.ai, assisting in the market leasing assumptions for potential retail reposition or new development.
- Utilized Argus Enterprises Software to analyze the financial performance of an existing retail property, given changes in market leasing assumptions and capital expenditures.

### Third and Urban

Atlanta, GA

*Development Analyst Intern*

*June 2022-July 2022*

- Compiled Yield-on-Cost analyses in Excel for office, retail, and multifamily properties, resulting in the pursuit of 2+ development and acquisition deals.
- Assembled a multifamily conversion list in Excel with over 200 office properties across key Sunbelt markets in the U.S., with the purpose of identifying opportunities for redevelopment.
- Organized 10+ tenant lease agreements by creating their lease abstracts in Excel, assisting in the due diligence process.
- Updated properties' proformas from Argus Enterprises in Excel to send to LP investors.

### MDH Partners

Atlanta, GA

*Analyst Intern*

*June 2021-July 2021*

- Conducted 20+ sales comps in key Sunbelt markets in Microsoft Excel for acquisitions to utilize for underwriting properties in new markets.
- Assisted in gathering, analyzing performance reports and property accounting information to prepare Q2 reports for investors to view how the funds are performing.
- Projected market rents, renewal rates for existing buildings in Argus Enterprises for existing portfolios.
- Supported CFO in creation of an OM for direct borrowing of a \$69MM loan request across the country.

## SKILLS

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**Skills:** Fluent in Spanish, Conversational in French, Excel, PowerPoint, Word.

**Interests:** Ballet, Foreign Languages, Writing, Volunteering.