

Joseph E. Frei

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EDUCATION

The University of Arizona, Eller College of Management

Tucson, Arizona

Bachelor of Science in Business Administration

Expected December 2025

- **Major:** Finance with a minor in Real Estate Development
- **Honors:** Wildcat Excellence Award; Dean's List Honorable Mention; Kappa Sigma Educational Foundation Scholarship Recipient; Academic Distinction; BNAD 200 Case Competition Winner

WORK & LEADERSHIP EXPERIENCE

Nations Group

Scottsdale, Arizona

Project Management Intern

May 2025-August 2025

- Gained cross-functional exposure in construction, business development, and project management through site visits, internal collaboration, client meetings, and support of business development initiatives including market research and project pipeline evaluation
- Collaborated on budgeting, scheduling, estimating, procurement, and vendor management, contributing hands-on to project lifecycles for clients including UConn, Florida State University, Desert Diamond Arena, Penn State, and Rice University
- Performed comparative analyses of construction scopes and premium venue spaces to deliver data-driven recommendations supporting client decision-making

STORE Capital

Scottsdale, Arizona

Acquisitions Intern

May 2024-August 2024

- Engaged in different business activities pertaining to the acquisitions broker's desk team
- Contributed to projects focused on business development and maintaining broker relationships
- Gained practical experience by participating in investment committee meetings and underwriting calls, analyzing investment memorandums, and utilizing tools such as CoStar and Salesforce

Arizona Commercial Real Estate Club

Tucson, Arizona

Treasurer

January 2024-December 2024

- Oversaw all financial operations pertaining to the University of Arizona Commercial Real Estate Club
- Served as a key decision-maker in guiding the club's investment choices
- Responsible for ensuring the club was funded properly through dues and other financial means

Greysteel

Los Angeles, California

Brokerage/Analyst Intern

May 2023-August 2023

- Practiced client outreach through cold calling and actively participated in meetings across various business operations
- Delivered a Broker's Opinion of Value (BOV) presentation to the affordable housing team
- Assisted with document management by handling and uploading files using underwriting software

SKILLS & ACTIVITIES

Skills: Microsoft Office, CoStar, Salesforce, Data Analysis, Database Management

Activities: Kappa Sigma Fraternity, Arizona Commercial Real Estate Club, Eller Professional Sales Club, Arizona Chapter of NAIOP