

Adolfo Valencia

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EDUCATION

University of Miami

Master of Real Estate Development and Urbanism

Coral Gables, FL

Expected December 2026

- Year-long accelerated program focused on real estate finance, market analysis, and urban placemarking.
- **GPA:** 3.7 / 4.0

University of California, San Diego

B.S. Cognitive Science Specialization in Machine Learning & Neural Computation

La Jolla, CA

September 2024

- **GPA:** 3.4 / 4.0

WORK & LEADERSHIP EXPERIENCE

Fenix Contractors

Development Intern

Miami Lakes, FL

June 2026 – Present

- Underwrote development and acquisition deals across multifamily, townhouse, and industrial asset classes
- Sourced land acquisition opportunities using GIS mapping systems and AI-powered web scraping tools
- Assisted in preparing documentation for a Community Redevelopment Agency (CRA) draw request
- Installed and managed an on-site camera to monitor construction progress of a multifamily community and produce timelapse documentation

SFL Communities

Assistant Property Manager

Homestead, FL

March 2025 – January 2026

- Supported daily operations for a portfolio 600+ total units, ensuring tenant satisfaction and compliance with lease agreements utilizing Yardi
- Coordinated leasing activities, including marketing units, conducting showings, and processing applications
- Spearheaded marketing initiatives through market surveys, Instagram promotions, and designing a billboard that increased brand visibility
- Oversaw vendor relationships and compiled painting and cleaning invoices for corporate processing
- Assisted in preparing lease renewals, notices, and legal documentation in compliance with local and state regulations

Equiturn Holdings

Senior Business Development Associate

Fort Lauderdale, FL

September 2024 – February 2025

- Researched and compiled leads using Pitchbook and LLMs to create direct points of contact with C-suite executives
- Directed introductory meetings with C-suite executives to initiate the underwriting and due diligence process
- Originated a \$20M Delayed Draw Term Loan (DDTL) for a robotics company and a \$70M+ capital raise for an AI/technology investment firm
- Attended the 2024 Florida ACG Capital Connection, engaging in meetings on M&A search strategy for private equity firms

SKILLS, ACTIVITIES & INTERESTS

Languages: English and Spanish

Skills: Excel — Proficient, Yardi — Proficient, ArcGIS — Proficient, CoStar — Proficient, TestFit — Proficient, Argus — Proficient, Windows & macOS — Proficient, Microsoft Office & Google Workspace — Proficient

Certificates and Awards: iXperience Data Science - AI Course & Internship, HSF Scholar, Break Into CRE REFM Bootcamp, REFM Excel For Real Estate Certification Levels 1, 2, and 3, Argus Enterprise Certification