

FARGO J. BALLIETT

141 E. 55th Street Apartment 11C. New York, New York 10022

fargoballiett@gmail.com <> +1(607) 345- 6188

LinkedIn.com/in/fargoballiett

Education

Cornell University, SC Johnson College of Business, Hotel Administration – Ithaca, NY 2016 –

- Master of Management in Hospitality – Real Estate Finance & Entrepreneurship 2017
- School Involvement: *BR Venture Fund* – Conducted due diligence and investment recommendation for a \$1.6m seed-stage venture capital fund.

Achievements:

- 3rd Place Finalist, Autodesk People's Prize Competition (Nov 2016)
- Finalist, Pepper Robotics Competition, hosted by SoftBank Robotics Japan (Apr 2017)

Ithaca College – Ithaca, NY 2009 –

- B.S. in Business Administration, Finance Concentration 2013

Relevant Experience

Consulting **Cornell SGE Immersion - Las Vegas Sands Corp., Strategy Consultant** – Ithaca, NY Jan 2017 –
May 2017

- Developed and presented data-driven, strategic marketing recommendations to increase brand loyalty and revenue through the firm's sustainability program.
- Analyzed the global gaming industry through primary (client, customer, competitor interviews including C-suite executives, and survey design and implementation) and secondary research (academic and business research).

Finance/
Consulting **LW Hospitality Advisors, Associate** – New York, NY Apr 2015 –
May 2016

- Derived market value for over 30 real estate assets valued at over \$250M through discounted cash flows financial modeling for hotels throughout the United States.
- Conducted comprehensive market and property analysis and research including: local and industry economic demand drivers, real estate leases, operator agreements, historical zoning/taxes, and interviews with city officials, convention bureau, and competitive hotels.
- Communicated and defended valuation for clients from Fortune 100 banking institutions, major hotel brands, and ownership groups.

Startup **Chillmonkey.com, Co-Founder** – Ithaca, NY Mar 2011 –
Feb 2013

- Defined product vision, strategy and roadmap, successfully launching a marketplace platform for college students, which attracted 1,500 users in two colleges.
- Sourced, negotiated and established partnerships with local organizations and businesses.
- Hired and led a multi-disciplinary team of software engineers, designers, volunteers, and marketing associates throughout development and execution.
- Competed in the New York State Business Competition, presenting in front of hundreds of participants and investors. Won prize money from the Ithaca Business Competition.

Operations/
Hospitality **Starwood Hotels and Resorts, Operations Supervisor** Jun 2013 –
St. Regis Aspen (Aspen, CO) and W Hotel Lakeshore (Chicago, IL) Oct 2015

- Achieved one of the highest room category sales and SPG loyalty program enrollments.
- Served as front office manager-on-duty, handled problem resolution with clients under high stress scenarios, oversaw efficient operation of 10-15 associates, trained new employees, and wrote standard operating procedures.
- Chaired the Safety Committee, outlined goals, led safety initiatives, and prepared reports.
- Nominated 'Employee of the Year' in 2013 and three-time 'Employee of the Month'.

Volunteer **Liter of Light, Social Media Communications** – New York, NY Dec 2014 –
June 2015

- Lead social media initiatives, engaged in educational programs in the United States, and assisted in building lighting projects in South East Asia and South America.

Skills/Interests

Languages: fluent in English and Tagalog, intermediate Spanish, beginner Chinese.

Skills: entrepreneurially-driven, proficient in Microsoft Excel, strong ability to network, proven track record in customer service, and can execute under high-stress environments.

Interests: backpacking/traveling, multi-cultural and culinary experiences, tennis (Federer).