

# RAFAEL CLASS II, MBA

LinkedIn.com/reclassii | 386.235.5575 | rclassz@icloud.com | RafaelClassll.com

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## OBJECTIVE

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Dynamic and results-oriented professional with a robust foundation in Real Estate Finance and Development. Poised to complete a Master of Science in Real Estate (MSRE) from Fordham University by December 2024. Demonstrated expertise in leading transformative initiatives that drive sustainable growth and optimize financial performance in the real estate industry. Proficient in Change Management and Lean Six Sigma methodologies, ensuring efficient project execution and continuous improvement. Certified in Diversity, Equity, and Inclusion (DEI) by the National OSHA Foundation, meeting EEOC standards. Seeking to leverage extensive experience and a diverse skill set to excel in real estate finance and development, enhancing organizational success and fostering inclusive environments.

## EDUCATION

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**Fordham University**, New York, NY  
*Master of Science in Real Estate (MSRE)*  
*Real Estate Finance & Development, December 2024*

**Liberty University**, Lynchburg, VA  
*Doctor of Education (EDD)*  
*Higher Education Administration: Organizational Leadership, May 2025*

**University of the Southwest**, Hobbs, NM  
*Master of Business Administration (MBA)*  
*Strategic Leadership, December 2020*

**Nyack College**, Nyack, NY  
*Bachelor of Science in Organization Management*  
*Change Management, December 2018*

## EXPERIENCE

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**National University**, San Diego, CA  
*Enrollment Advisor* | May 2024 - Present

- Advised prospective students on program options, admissions processes, and financial aid opportunities.
- Implemented enrollment strategies to increase student engagement and retention.
- Fostered a culture of inclusivity and support throughout the enrollment process.

**RAFAEL CLASS II LLC**, Lovington, NM  
*CEO* | *Change Management Consultant* | September 2019 - Present

- Spearheaded initiatives that propelled sustainable growth in various sectors.
- Implemented change management methods with a focus on DEI strategies.
- Developed DEI programs fostering a culture of belonging and inclusiveness.
- Optimized business operations through foundational process improvements.

**Morris Brown College**, Atlanta, GA  
*Adjunct Professor* | January 2021 - Present

- Fostered a supportive learning environment through active listening and empathy.

- Encouraged personalized learning experiences tailored to individual styles.
- Promoted a culture of collaboration and mutual respect among students and faculty.

**Turner Job Corps, Albany, GA**

*Academic Supervisor* | June 2023 - October 2023

- Developed and implemented weekly academic plans.
- Led a diverse team of twenty-eight professionals, enhancing productivity and morale.
- Addressed academic issues considering the diverse needs of students.
- Promoted inclusivity and diversity within the academic community.

**JP Stone Community Bank, Hobbs, NM**

*Senior Credit Risk Analyst* | October 2021 - July 2022

- Developed and implemented innovative risk management strategies.
- Led cross-functional teams in analyzing and mitigating credit risks.
- Enhanced risk assessment methodologies for optimized returns.
- Streamlined credit origination processes with automation and predictive modeling.

**McAlister's Deli, Hobbs, NM**

*General Manager* | August 2020 - October 2021

- Developed data-driven strategies for growth and profitability.
- Assessed market trends, competitor activities, and customer insights.
- Led cross-functional teams, promoting collaboration and innovation.
- Optimized operations and processes to improve performance.

**CERTIFICATIONS**

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- **Diversity Equity Inclusion Certified** | National OSHA Foundation | Cred. ID NOF-1720823051-49334-79173
- **Lean Six Sigma Master Black Belt** | Management & Strategy Institute | Cred. ID 206886946
- **Change Mgmt. Specialist (CMS)** | Management & Strategy Institute | Cred. ID 2067522413
- **Organizational Leadership in DEI** | Rice University | Cred. ID C34NLTV9PEX4
- **Leading for DEI in Higher Education** | University of Michigan | Cred. ID XTNDSFZZWW5E
- **Human Rights Specialist** | US Institute of Diplomacy & Human Rights | Cred. ID 56557720

**SKILLS**

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Strategic Leadership	Microsoft Suite	Google Suite
Analytical & Critical Thinking	Conflict Resolution	Influential & Persuasive
Raising Capital	Coaching and mentoring	Workshop Facilitation
Organizational Restructuring	M & A Integration	Metrics & Feedback Analysis
Emotional intelligence	Bilingual - English & Spanish	Project Management
Stakeholder Engagement	Agile	Process Improvement
Continuous Improvement	Statistical Process Control	Forecasting
Strategic Planning	Hoshin Kanri Strategist	Root Cause Analyst
Change Mgmt. Strategy Dev.	Implementation	Supply Chain
Data Analysis	Change Impact Analysis	Risk Ass. and Mitigation
Recruitment	Comm. Planning & Execution	Cross-functional Collaboration
Training Program Design	Employee Engagement	Problem-Solving