

Manuela Fonseca

(321)-946-1789 | ma029090@ucf.edu | www.linkedin.com/in/Manuela-Fonseca-M

EDUCATION

University of Central Florida

Bachelor of Science in Business Administration, Finance & Real Estate; Minor Professional Selling Program

Orlando, FL

Expected Dec 2025

GPA: 3.97

Honors: ICSC (International Council of Shopping Centers) Scholarship Fall 2023 | UCF President's Honor Roll Fall 2022 | Spring 2023 | Fall 2023 | CREW (Commercial Real Estate Woman) Scholarship Recipient Fall 2024 | Crossman Career Builders Scholarship

Programs enrolled: ICSC & CREW Orlando Mentorship Program | Project Destined | FairWays To Leadership (FWTL) Alumni

PROFESSIONAL EXPERIENCE

Project Destined

Orlando, FL

Intern, Brookfield Properties Global Real Estate Investments Cup

June 2024 – July 2024

- Participated in a comprehensive 6-week real estate investment program, receiving 12+ hours of training in Investments, Pro-Forma Fundamentals, Unlevered & Levered Returns, Debt Sizing, Loan Interest and Amortization Tables, Sensitivity Analysis and DCFs.
- Developed technical and soft skills through weekly assessments on core investments concepts.
- Presented to young executives in Investment Banking, Private Equity, and Real Estate, demonstrating a thorough understanding of the fundamentals of investment analysis in Real Estate.

CBRE

Orlando, FL

Brokerage Intern- Industrial Team

May 2024-Present

- Increase LoopNet/Costar and Crexi listing exposures from 30% to an outstanding 95%, enhancing visibility for potential clients.
- Achieve up to 529 impressions per listing within just 7 days, demonstrating effective marketing strategies and understanding.
- Actively participated in property tours alongside brokers, aiming to enhance industry knowledge and collect valuable insights.

PulteGroup Homes

Orlando, FL

Land Acquisition Intern

May 2023-August 2023

- Spearheaded 3 departmental projects including: 84.5-acre Kissimmee parcel, an Apopka market analysis, and an 81-acre transaction.
- Developed financial models which were utilized for financial reporting and key trends within the Central Florida market.
- Generated unique and creative LinkedIn content to showcase company culture, achieving 10,000+ impressions per post.
- Networked with over 50 interns from other divisions around the country, actively participating in group discussions and workshops.

LEADERSHIP EXPERIENCE AND PROFESSIONAL DEVELOPMENT

ICSC (International Council of Shopping Centers)

Orlando, FL

Active member

August 2023-Present

- Engage in the Foundation Mentorship program, building knowledge in the leasing processes and Stakeholder's communication.
- Develop market analysis, property valuation, and deal financing skills through the ICSC Mentorship Program and Project Destined.
- Were awarded the all-paid trip to ICSC Las Vegas 2024 conference because of my performance during the Mentorship Program.

Real Estate Society UCF

Orlando, FL

Active Member

July 2022-Present

VP of Communications

May 2024-Present

- Participate in CREW, ICSC and ULI site tours and networking events to stay updated with relevant real estate and market trends.
- Establish robust professional networks and company partnerships, raising capital to fund the initiatives for the society members.
- Enrich my knowledge of diverse real estate practices and open doors to potential internship and job opportunities.

CREW Orlando

Orlando, FL

Future Leader's member

January 2024- Present

- Engage actively on networking events and professional panels to be on top of latest trends in the commercial Real Estate industry.
- Rise awareness on the strength of Woman in Commercial Real Estate by launching social media content and professional interviews.
- Supported the communications committee to improve email campaigns performance and plan events to raise capital for the chapter.

ADDITIONAL INFORMATION

Computer Skills: Crexi | Costar | Microsoft Office (Excel Expert Certification, Word, PowerPoint) | Video Editing | Public speaking

Certifications: FL Real Estate License | Fairways to Leadership Golf Program (FWTL) | Private Real Estate Credit & Real Estate Financial Modeling Certification, Bronze recognition in Investment Cup Competition -Project Destined

Languages: English (Fluent) | Spanish (Native)

Hobbies: Social media | Cooking | Gym | Dance | Run