

# Spencer Walton Sellers

## Present Address:

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## Permanent Address:

2218 Henpeck Lane  
Franklin, TN 37064

## EDUCATION

### University of Alabama

*B.S. in Commerce and Business Administration: Finance & Economics*

**Tuscaloosa, AL**

Expected May 2020

- **GPA: 3.4 / 4.0; ACT: 27**
- **Relevant Coursework:** Quantitative Finance; Investment Analysis; Financial Analytics; Real Estate
- **Awards & Honors:** Recipient of Capstone Scholarship and Alabama Alumni Association Leadership Scholarship, combined total of \$20,000, UA Dean's list: Spring 2017, Spring 2018, Fall 2018

## RELEVANT EXPERIENCE

### Alabama Center for Real Estate

*Real Estate Research Analyst*

**Tuscaloosa, AL**

August 2018 – Present

- Perform data analysis on 200+ data points to build reports on new “opportunity zones” statewide in Alabama and present opportunities to Executive Director
- In charge of writing monthly Alabama News Center articles laying out trends in residential real estate in every county
- Participate in hosting of ACRE's “Real Estate Matters” podcast

### Morris, Smith, and Hayden Wealth Management

*Portfolio Management Associate*

**Brentwood, TN**

May 2019 – August 2019

- Worked as assistant of managing directors in technical analysis of investments, and client relations
- Responsible for client work such as data input and clients' account management
- Performed fundamental research on MorningStar for new accounts' fund allocations with a combined total of \$2 million assets under management

### The Peach Truck

*Tour Team Member*

**Nashville, TN**

June 2018 – July 2019

- Member of the Tour team which traveled for 6 weeks straight to 9 states and sold to over 120,000 customers
- Participated in fast paced sales, acquiring revenue of \$7 million
- Worked on relationship management with business owners and managers who hosted our sales operation, event safety logistics, and customer service to crowds of 500 - 1,000 people.

## LEADERSHIP EXPERIENCE

### Culverhouse Real Estate Society (CRES)

*Liaison Officer*

**Tuscaloosa, AL**

August 2019 – Present

- In charge of communications for meetings, networking events, and alumni events by ensuring all students in the Real Estate program are aware of events beneficial to them
- Assist president in contacting and meeting with Real Estate professionals to contribute their time and knowledge to our CRES events as Guest speakers, and attendees to networking receptions
- Collaborate with executive director at Alabama Center for Real Estate to plan receptions for students

### Sigma Phi Epsilon AL Beta

*VP of Recruitment*

**Tuscaloosa, AL**

September 2018 – May 2019

- Narrowed down group of 1,000 potential new members to a new member class of 49
- Organized large events and lunches as recruitment events on a \$6,000 budget
- Maintained legacy and alumni relations

## CAMPUS & COMMUNITY INVOLVEMENT

**Big Brothers Big Sisters of West Alabama:** Volunteer and mentor

August 2017 – Present

**CrossingPoints Program:** Volunteer

January 2018 – Present

**Lake Lurleen State Park:** Volunteer for new trail project

March 2019 – April 2019

**Greek Week:** Greek week chair for Sigma Phi Epsilon

March 2018 – March 2018

## SKILLS

**Language Skills:** Public speaking, basic conversational Spanish, written Spanish

**Technical Skills:** Proficient in Microsoft excel, data collection and analysis, experience with MorningStar