

AHMED ELTIR

Riyadh, SA | (966) 0579403213 | eltair25@gmail.com

EDUCATION

New York University – *Master's of Science, Commercial Real Estate with a Concentration in Finance and Investment* **New York, NY** Dec. 2025

- **GPA:** 3.8
- **Awards:** David Hirsh 2024/2025 Fellow, CREFC Scholar 2025/2026
- **Relative Coursework:** Real Estate Finance, Valuation and Feasibility Analysis, Real Estate Capital Markets, Real Estate Finance and Investment Analysis, Real Estate Data Analytics, and Asset Management

Trinity College – *Bachelor of Arts in Political Science* **Hartford, CT** May 2023

- **Awards:** Peter A. Schwartzman scholarship (2019-2023) and The Kenneth S. Grossman '78 Senior Research Prize for Global Studies (2023)

King Faisal School – *International Baccalaureate High School Diploma* **Riyadh, KSA** May 2019

- **Honors:** Prince Saud Al-Faisal Award for Academic Excellence

EXPERIENCE

YorkShore Capital **Brooklyn, NY**

Co-Founder – Real Estate Wholesale & Consulting (Residential & Commercial) April 2024 – May 2025

- Executed investor relations campaigns through targeted cold-calling, email outreach, social media marketing, and participation in real estate networking events, expanding the investor base and improving capital partner engagement to support successful exits.
- Expanded the investor database by 150% through systematic pipeline management and CRM integration, enabling capital raises that covered 85% of first-year operating costs.
- Structured and executed dispositions strategies across residential and commercial assets, transacting on properties with an aggregate value exceeding \$1.5M and generating \$100K+ in net income within 14 months, validating the firm's market positioning.

TrustKey Offers **Brooklyn, NY**

Analyst and Dispositions Lead June 2023 – August 2024

- Launched and scaled the wholesaling division by developing a 1,000+ investor database, optimizing sales workflows, and coordinating cross-state operations, resulting in 10 successful transactions across OH, PA, NJ, and NY with a combined value of over \$2.5M.
- Led corporate development initiatives by pitching deals through investor roadshows, financial presentations, and one-on-one negotiations, generating \$325K in realized profits and strengthening brand credibility.
- Coordinated strategic planning sessions with senior leadership and investors, aligning quarterly capital deployment priorities with long-term growth objectives.
- Underwrote residential and mixed-use acquisitions using discounted cash flow models, pro forma forecasting, and scenario testing, improving financial modeling accuracy and mitigating investment risk.
- Conducted market analysis across comps, demographic shifts, and macroeconomic indicators, enhancing acquisition timing and pricing strategy for high-return transactions.

Trinity College Finance Club **Hartford, CT**

Risk Assessment Team December 2020 – April 2023

- Performed sector-level risk assessments across 8 industries for an \$800K student-managed portfolio, identifying exposure concentrations and recommending rebalancing strategies that improved portfolio resilience.
- Designed and implemented updated continuity frameworks, reducing liquidity risks and strengthening risk management across equity and fixed-income holdings.
- Collaborated on portfolio stress testing and scenario analysis using historical market data, enhancing the team's investment strategy and supporting capital allocation decisions that improved overall portfolio performance.

Qara Markets **Cairo, Egypt**

Intern July 2022 – September 2022

- Built financial models for loyalty-based incentive structures, improving adoption rates for the product authentication platform and reinforcing financial planning for Saudi Arabian and Kenyan market launches.
- Produced detailed product briefs, customer research, and UX documentation for four fintech products, aligning development with market demand and accelerating readiness for commercialization.
- Conducted competitor benchmarking and market entry analysis for East African expansion, providing data-driven insights that informed strategic positioning and accelerated the firm's go-to-market plan.

ACTIVITIES & LEADERSHIP

Model United Nations **Riyadh, KSA**

Organizer & Delegate September 2016 – April 2019

- Organized Saudi Arabia's first mixed-gender international MUN conference, coordinating logistics and managing finance/registration operations for 100+ delegates from six countries, which streamlined event execution, ensured financial success, and advanced inclusivity and regional youth diplomacy.

SKILLS

Technical: Excel (Advanced), DCF Analysis, LSEG Workspace, Bloomberg Market Concepts, Microsoft Office.

Languages: Arabic (Native) and English (Fluent).