

MAXWELL LARKIN

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PROFESSIONAL SUMMARY

Motivated and results-driven San Diego State University honors student and summer 2025 intern at Matthews Real Estate Investment Services. I am excited to pursue my interests: commercial real estate, analyst, investments, asset management, developer, broker - with a specific interest in the power and integration of AI and sustainability. Eager to get hands-on experience and learn from the best and willing to do the grunt work to help deliver results. Focused on building and nurturing relationships, networking and looking forward to collaboration across teams and partners.

EDUCATION

San Diego State University, Class of 2027

Bachelor of Science - Fowler College of Business

- Major: Real Estate, Business Finance, Entrepreneurship
- Dean's Honors List Spring 2025
- Study Abroad Spring 2026 - Universidad Autònoma de Barcelona, Real Estate
- Organizations & Clubs: Real Estate Society, AI Club, Entrepreneur Society, Sigma Nu re-chartering founder
- Relevant Coursework: Economics, Accounting, Business Writing & Rhetoric, Statistics, MIS

Real Estate Certifications & Licenses

- REFM Certification(fall 2025)
- ARGUS Certification (fall 2025)
- CA Brokers License (spring/summer 2026)

Palos Verdes High School, Class of 2023

- Academic Excellence: National Society of High School Scholars, CSF
- Honors & Awards: Student Government, Varsity Lacrosse Captain, Booth Memorial Award, Red Tide President, FCA, Link Crew Leader, AVID leader, volunteer & fundraiser

EXPERIENCE

Matthews Real Estate Investment Services, Inc.

Intern, Summer 2025

- Selected for the Matthews Sales Training Program with the nation's fastest-growing commercial real estate brokerage.
- Completed formal training in commercial real estate brokerage, financial analysis, and industry fundamentals through hands-on projects, competitions, and shadowing senior brokers.
- Learned sales and marketing strategies including lead generation, cold calling, direct outreach, trade organization engagement, and database prospecting.
- Gained exposure to revenue growth tactics, quota management, and client relationship development in key market segments.
- Developed skills in positioning the firm's value proposition, identifying promotional opportunities, and preparing for state licensing requirements.

Terranea Resort

Guest Services, May 2024 - August 2024

Super Break Sports, LLC

Intern, Office Assistant, June 2021 - August 2023

Baja Bound

Volunteer, 2022, 2023.

River Church of Southbay

Youth Group Leader, June 2022 - August 2023

Worship Assistant, 2019 - 2021

SKILLS & INTERESTS

Personal Projects: MAXimizing Money blog, 37 Years podcast series (www.maxwelllarkin.com)

Skills: Microsoft Office, AI Platforms, DeepSeek, Wix Studio, Canva

Interests: SDSU athletics, volunteering, golf, yoga, skiing, religion, surfing, traveling