

Rachel Epstein

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EDUCATION

University of Miami Herbert Business School

Coral Gables, Florida

Bachelor of Business Administration in Entrepreneurship

Expected May 2026

- **Honors:** Dean's List
- **Relevant Coursework:** Principles of Microeconomics & Macroeconomics, Business Analytics, Quantitative Applications in Business, Professional Selling, Growing the New Venture, Managerial Accounting, Entrepreneurship, Operations Management, Fundamentals of Finance, Finance for Entrepreneurs, Critical Thinking

WORK & LEADERSHIP EXPERIENCE

Ist10

Los Angeles, CA

Intern

June 2024 – Current

- Deliver daily curated “wire” updates on AI startups, funding, and roles by analyzing insights from X, LinkedIn, and venture capital platforms for a vetted WhatsApp group of engineers
- Constructed comprehensive market landscapes of early-stage startups segmented by funding rounds (Pre-Seed through Series B) to support talent sourcing and business development
- Executed a full CRM data migration from Monday.com to Gem, ensuring continuity of recruiting pipelines and preservation of engagement metrics
- Curated targeted talent pipelines by identifying prospective recruiters through alumni networks and institutional affiliations for proactive outreach initiatives

Soifer Group

Calabasas, CA

Intern

June 2023 – August 2024

- Composed and distributed targeted direct mail campaigns using MLS data and CRM platforms to engage prospective buyers and sellers within designated farm areas
- Developed and published property marketing content across social media channels to increase visibility and drive traffic to high-end residential listings
- Oversaw home staging and pre-listing preparations, including furniture placement, depersonalization, and curb appeal enhancements to optimize show-ready condition
- Facilitated open house events by providing guided property tours, addressing buyer inquiries, and capturing lead information for post-event follow-up and client nurturing via CRM

Lever Capital Partners

Los Angeles, CA

Intern

August 2023 – December 2023

- Conducted property-level and investor due diligence using online research tools and updated Salesforce with verified contact and deal information to enhance CRM data integrity
- Maintained and optimized Salesforce CRM by managing contact records, tagging leads by investment criteria, and segmenting clients based on deal activity and geographic focus
- Compiled insights from weekly Real Estate Capital Alliance (RECA) deal calls, producing detailed briefs summarizing market appetite, investor interest, and opportunities

SKILLS, ACTIVITIES, & INTERESTS

Technical Skills: Proficient in Microsoft Excel, PowerPoint, Word, Salesforce, Crunchbase, Monday, Gem, Canva, Adobe, Tableau,

Professional Development: Real Estate License Exam Course (California, Summer 2025)

Activities: Girls Out Reach Of Diversity; uStart Entrepreneurship Club

Interests: Travel; Volunteering; Lakers Basketball, Cooking/Baking