KEVIN COCHRAN

Finance & Real Estate Professional | Sales · Underwriting · Client Relations

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PROFESSIONAL SUMMARY

Finance graduate and results-driven acquisitions and client-relations professional who sources, evaluates, and closes high-value deals and builds trusted relationships through high-volume outreach. Proven across sales, underwriting, and financial analysis, with $8M+ in sourced revenue and $37.9M in client assets onboarded. Fluent in advanced Excel modeling, CRM pipeline management, negotiation, and self-directed remote work.

CORE COMPETENCIES

- Outbound Prospecting & Cold Calling (200+/day)
- Negotiation & Deal Closing
- CRM & Sales-Pipeline Management
- High-Net-Worth Client Relationships
- Transaction Coordination & Due Diligence
- Client Onboarding & Retention
- Financial Modeling & Valuation
- Underwriting & Risk Analysis
- Market Research & Forecasting
- Budgeting, Reporting & Data Analysis
- Advanced Excel, Google Sheets, SQL, R
- Process Improvement & Automation

PROFESSIONAL EXPERIENCE

Property Acquisition Specialist *2025 – Present*

Apex Fulfillment · Eugene, OR (Remote)

- Source off-market residential deals nationwide via high-volume cold calling, texting, and inbound-lead follow-up.
- Underwrite every deal with custom Excel valuation models, comparable-sales analysis, and exit-strategy planning.
- Run a full lead-to-close pipeline in a CRM (GoHighLevel) across hundreds of motivated-seller prospects.
- Negotiate purchase terms directly with property owners to convert motivated sellers into signed contracts.
- Coordinate due diligence, title, and closing logistics with vendors to keep every deal on schedule to close.

Real Estate Acquisitions Coordinator *2023 – 2025*

ARD Services · Veneta, OR

- Sourced and negotiated timberland and rural land acquisitions, generating $8M+ in revenue in the first year.
- Researched markets and parcels to identify and prioritize the most profitable investment opportunities.
- Built Excel valuation models with risk analysis and exit-strategy planning to underwrite each opportunity.
- Managed due diligence and coordinated third-party providers (title, survey, and legal counsel) while overseeing every closing from purchase agreement through funding to ensure accuracy and on-time completion.
- Digitized acquisition records to replace manual logs, improving speed and data accuracy across the pipeline.

Account Executive *2022 – 2023*

Fisher Investments · Camas, WA

- Averaged 200 outbound calls daily to qualify and assess the financial readiness of high-net-worth prospects.
- Helped onboard $37.9M in assets under management through consultative, needs-based selling.
- Maintained CRM accuracy to support portfolio tracking, reporting, and performance analysis.

New Client Conversion Associate *2021 – 2022*

Fisher Investments · Camas, WA

- Prepared detailed financial summaries and analysis to support investment case presentations.
- Verified and processed client financial documents to ensure compliance and expedite conversion.
- Communicated performance insights clearly to prospective clients, building trust and resolving concerns.

EDUCATION & CERTIFICATIONS

University of Portland *Portland, OR · 2022*

B.B.A., Finance and Operations & Technology Management · Cum Laude, GPA 3.83

Honors Program · Entrepreneur Scholars Program · Minor in Entrepreneurship & Innovation

Certification: Global Leadership & Innovation Virtual Program, Robertson Center for Intercultural Leadership (2021)

Additional: London Summer Business Program (study abroad, 2019) · Alpha Kappa Psi Business Fraternity

Honors: Dean's List, University of Portland (2018–2022) · High School Valedictorian · Distinguished Emerging Future First Citizen Award, Lane County (2017)