

Sahil Rama

Founder Associate | MBA Candidate | Business Operations

United States | [LinkedIn](#)

Business operations professional with two years of experience supporting founders across hiring, finance, operations, and special projects. Former business owner who ran a 40-room motel and now looks to take ownership of operational work so founders and technical teams can focus on the product.

EXPERIENCE

Techstars Weekend Participant

Apr 2026 — Apr 2026

Techstars Startup Weekend

Orlando, FL

Interviewed five households about garage sale frustrations and found they spent significant time and effort without selling everything. Pivoted from peer-to-peer resale to a bulk-sale marketplace connecting households with resale buyers. Helped build an app prototype that photographs multiple items, identifies them, suggests prices, and lists them as one collection.

Operations Manager | Founder Support

Feb 2026 — Jun 2026

Knight Property Group

Florida, United States

Wrote and rolled out standard operating procedures across 15 active property listings to cut listing-to-closing errors. Built an Excel tracker for listing income and expenses so the founder could spot unnecessary costs and compare revenue by lead source. Coordinated three property flips, overseeing vendors and schedules, and completed two despite material shortages and delays. Screened 40+ candidates and ran interviews to add a team member, and launched a third-party AI-powered CRM with automated cold calling, SMS engagement, and KPI tracking.

Commercial Real Estate Analyst and Agent

Nov 2023 — Present

eXp Realty

Florida, United States

Sourced and assessed approximately 20 hospitality and multifamily investment opportunities across Florida with a combined value exceeding \$60 million.

Built Excel-based investment analyses evaluating revenue, operating expenses, NOI, capex, ROI, and debt service metrics to assess profitability and downside risk.

Conducted outbound prospecting through cold calling to identify potential investors, property owners, and commercial real estate opportunities.

Conducted market research and due diligence on opportunities valued between \$800,000 and \$15 million using CoStar, Crexi, and Moody's Analytics

Presented investment recommendations to investors and drafted and negotiated purchase and sale offers on clients' behalf.

Real Estate Agent and Analyst

Oct 2023 — Present

Real Estate Agent and Analyst

Daytona Beach, FL

Evaluated about 20 hospitality and multifamily investment opportunities worth more than \$60 million combined through market research, financial analysis, and preliminary due diligence. Built Excel financial models covering revenue, operating expenses, NOI, CapEx, ROI, and debt service. Assessed properties valued between \$800,000 and \$15 million using CoStar, Crexi, and Moody's Analytics, and prepared and negotiated purchase and sale offers for clients.

Owner Operator (Leaseholder)

Jan 2023 — Feb 2024

40 Room Hotel

United States

Operated a 40-room hospitality business with full responsibility for revenue, profitability, operations, staffing, customer experience, vendor management, and day-to-day business performance.

Increased annual revenue by 16% compared with the property's 2019 pre-pandemic baseline by optimizing pricing and occupancy strategies.

Led a team of five employees across front desk, housekeeping, maintenance, and guest services.

Managed the business PnL, including payroll, purchasing, inventory, supplier relationships, and operating expenses.

Adjusted pricing using competitor rates, local events, and occupancy trends to maximize revenue across online travel platforms.

Developed a technology modernization roadmap covering digital check-in, property management software, performance reporting, and operational automation.

Independent Business Operator

Jan 2023 — Feb 2024

Independent Business Operator (Lessee)

Daytona Beach, FL

Ran a 40-room motel, managing pricing, operating costs, marketing, and daily performance. Grew annual revenue 16% over the 2019 pre-pandemic baseline despite a hurricane-related pool closure that cost about \$100,000 in summer revenue.

Adjusted room rates using competitor pricing, local events, and occupancy trends, and mapped a technology roadmap covering cloud property management, digital check-in, smart-key access, and KPI reporting.

Associate Designate (Corporate & Commercial and Litigation & Dispute Resolution)

Feb 2021 — May 2022

Ntuta Singh & De Jager Inc (NSD)

City of Johannesburg, Gauteng, South Africa

Conducted commercial and regulatory due diligence for mergers, acquisitions, and restructuring matters. Assessed financial exposure, operational risks, and growth potential to inform transaction decisions.

Candidate Attorney Poswa Incorporated Analyzed business structures, contracts, tax considerations, and regulatory risks to flag issues and inform client decisions on investment and commercial matters.	Jan 2019 — Jan 2021 <i>Johannesburg, South Africa</i>
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Vacation Work Sohail Manga Attorneys During my time at Sohail Manga Attorneys I gained exposure to the following: - I gained court experience in Criminal Matters and Civil Matters - Drafting application for Default Judgment - Delivering summons to the Sheriff's office in Soweto West - Filing documents at the Protea Glen Magistrate Court - Drafting letters of demand	Aug 2018 — Aug 2018 <i>Lenasia</i>
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Practical experiance in a regional court in lenasia magistrate court Department of Justice and Constitutional Development • I observed formal bail applications: schedule 5 and 6 and unopposed bail applications • I observed trials for rape, murder and armed robbery from the plea proceedings to the address on judgements. • Experience in the administrative procedures followed in court, which included the court book,subpoena,charge sheet and appearance sheet.	May 2018 — May 2018
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Admin Clerk Engen My tasks included: • Managing the front shop • Goods received voucher of stock • Stock take and stock buying • Salaries	Dec 2016 — Dec 2016 <i>South Africa</i>
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Sales Clerk Sanurama Pharmacy During my time at Sanurama Pharmacy i was in charge of the following tasks: • Managing the front shop • Managing customer enquiries and complaints • Ordering stock and cashier duties • Managing the businesses daily banking • assisting in the daily financials of the business	Jan 2005 — Dec 2015 <i>South Africa</i>
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EDUCATION

Hult International Business School <i>Global MBA Boston</i>	Apr 2025 — Aug 2027
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New York Institute of Finance <i>Certificate in Investment Banking</i> I completed The Investment Banking Certification at the New York Institute of Finance specializing in the following: Hedge Funds Equities Corporate Finance Business Valuation M&A Introduction: Concepts and Theories M&A Structuring the deal Portfolio Management and Advanced Acquisition Modeling	Mar 2021 — Jul 2022
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Legal Practice Council Completed the Attorneys Competency Based Examinations.	Jan 2019 — Jan 2020
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University of South Africa/Universiteit van Suid-Afrika <i>Bachelor of Laws - LLB</i>	Jan 2013 — Jan 2017
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CERTIFICATIONS

Real Estate Sales Associate , Florida Department of Business and Professional Regulation	Oct 2023
Commercial Law Virtual Learning Program , Linklaters	Sep 2022
Sustainable Finance Global Virtual Internship , Clifford Chance	Sep 2022

Corporate Finance , New York Institute of Finance	Jul 2022
M&A Structuring the Deal , New York Institute of Finance	Jul 2022
Portfolio Management , New York Institute of Finance	Jul 2022
Hedge Funds , New York Institute of Finance	May 2022
IBC Specialization Track Advanced Acquisition Models , New York Institute of Finance	May 2022
Quantitive Methods and Techniques , New York Institute of Finance	May 2022
Equities , New York Institute of Finance	Feb 2022
Business Valuation , New York Institute of Finance	Jul 2021
Financial Statement Analysis , New York Institute of Finance	Jul 2021
M&A Concepts and Theories: An Introduction , New York Institute of Finance	Jul 2021
Essential Career Skills for Investment Banking and Finance , New York Institute of Finance	Jun 2021
M&A Free Cash Flow Modelling , New York Institute of Finance	Jun 2021
Finance for non financial managers , New York Institute of Finance	Mar 2021
Introduction to sql , DataCamp	

SKILLS

Cross-functional Team Leadership · Recruiting · Customer Acquisition · SOP Development · PnL Management · Revenue Management · Project Management · Founder Support · Business Process Improvement · commercial operations · strategy and operations · Strategic Initiatives · Corporate Strategy · Due Diligence · Startups · Customer Validation · Negotiation · Analytical Skills · Strategy · Business Development · Drafting Agreements · Commercial Litigation · Go-to-Market Strategy · Data-driven Decision Making · Mergers & Acquisitions (M&A) · Product Management · Market Analysis · Business Strategy · Growth Strategies · English · Litigation · Legal Contract Review · Microsoft Office · Legal Opinions · Corporate Law · Business Operations Management · Founder-Led Projects · Commercial Analysis · Contract Negotiation · Hiring & Vendor Management · Pricing & Revenue Growth · Customer Discovery · Microsoft Excel · CoStar · Crexi · Moody's Analytics · AI-Powered CRM Platforms