

CATE M. KAPP

(954)-439-7810 | cmk256@cornell.edu | [LinkedIn](#) | New York, NY

Business Strategy & Brand-focused senior with experience in data-driven decision making, luxury hospitality, real estate finance, and consumer engagement. Interested in roles at the intersection of brand storytelling, business strategy, and product innovation.

EDUCATION

Cornell University, SC Johnson College of Business, Ithaca NY

Graduation May 2026

Nolan School of Hotel Administration, Bachelor of Science | Real Estate Minor | GPA: 3.88 | Dean's List

Relevant Coursework: Business Computing, Marketing, Financial Accounting, Finance, Strategic Management

PROFESSIONAL EXPERIENCE

Wells Fargo, New York, NY, Real Estate Banking Financial Analyst

June 2025 - August 2025

- Built Excel-based financial models and leveraged AI tools to analyze large datasets, forecast cash flows, and inform investment decisions
- Translated complex financial analysis into clear, executive-ready presentations, strengthening ability to communicate data-driven insights and strategic recommendations
- Evaluated market trends and risk factors to support decision-making across multiple real estate investments

DRA Advisors, New York, NY, Rotational Internship Program

June 2024 - July 2024

- Rotated across portfolio management, acquisitions, asset management, and valuations teams, gaining a holistic view of investment strategy
- Collaborated cross-functionally to analyze investment opportunities and develop strategic perspectives on asset performance and positioning
- Presented a data-driven case study on a live deal to senior leadership and the CEO

Hotel Jerome, Aspen, CO, Marketing & Strategy Intern

June 2023 - July 2023

- Supported planning and execution of events for the Aspen Food & Wine Festival, including creating marketing materials to promote programming within a luxury hospitality setting
- Designed personalized guest experiences through handwritten notes and curated in-room amenities, enhancing client engagement
- Executed brand partnerships and in-hotel activations, including fashion and jewelry pop-ups, elevating the overall guest experience

LEADERSHIP EXPERIENCE

Hospitality Asset Managers Association, Ithaca, NY, Treasurer

August 2025 – Present

- Manage budgeting and financial planning to support strategic initiatives and resource allocation for the organization
- Contribute to decision-making that enhances member engagement and industry connectivity

Student Phoning Program, Student Ambassador, Ithaca, NY

March 2024 - May 2024

- Engaged alumni through strategic outreach and relationship-building to drive donations and support university initiatives
- Developed persuasive communication and sales skills through high-volume outreach

Hotel Ezra Cornell, Ithaca, NY, Beverage Server

February 2023 - May 2024

- Delivered high-touch service at a large-scale hospitality conference, supporting a premium guest experience for industry leaders

Hotel Student Mentorship Program, Cornell Hotel School, Ithaca, NY, Mentor

August 2023 - May 2024

- Advised undergraduate students on academic planning and career development within the Hotel School

Birdie Pals, Online Website, Founder

August 2020 – August 2022

- Founded a community initiative connecting students with isolated elderly individuals through written communication during COVID-19
- Designed and launched a website to scale outreach and engagement

SKILLS

Brand Strategy, Consumer Insights, Marketing & Content Strategy, Data Analysis, Presentation & Storytelling, Cross-Functional Collaboration, Communication, & Drive

CERTIFICATIONS & AWARDS

Certifications: Microsoft Office Specialist: Excel Associate | FIT Beauty Industry Essentials | UPenn Introduction to Marketing | Google Analytics

Awards: Miami Herald Silver Knight Honorable Mention for English & Literature | Cornell University Ye Hosts Honor Society