

GEORGETOWN UNIVERSITY

**Georgetown University's
McDonough School of Business**
Resume Book

TABLE OF CONTENTS

| # | STUDENT NAME | PROGRAM CLASS |
|---|----------------------|---------------|
| 1 | Thomas Coffey | MBAEP - 2021 |
| 2 | Miguel Echenique | FTMBA - 2021 |
| 3 | John Gill | FTMBA - 2021 |
| 4 | James Gimbert | MBAFX - 2021 |
| 5 | Christopher Reynolds | FTMBA - 2021 |
| 6 | James Soltesz | FTMBA - 2021 |

THOMAS COFFEY

thc35@georgetown.edu ▪ (610) 812-9753 ▪ www.linkedin.com/in/thomas-h-coffey

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2021

- Georgetown University Merit Scholarship

UNITED STATES NAVAL ACADEMY

Annapolis, MD

Bachelor of Science, Economics

May 2013

- Varsity Men's Lacrosse – Student Manager
 - National Outdoor Leadership (NOLS)
-

EXPERIENCE

UNITED STATES NAVY

Oak Harbor, WA

September 2015 – September 2018

Naval Aviator, September 2015 – September 2018

- Accumulated over 1300 flight hours and executed over 140 intelligence, surveillance, and reconnaissance missions as a Naval Flight Officer during 6 tours of duty to US Central, European, Africa, and Pacific Commands.
- Contributed in providing airborne intelligence in support of an operation in the Persian Gulf leading to the safe release of 10 US servicemen from Iranian control on Farsi Island.

Liaison Officer, February 2018 – April 2018 / June 2018 – August 2018

- Served as an Electronic Warfare and Signals Intelligence consultant to the Combined Air Operations Center headquartered in Doha, Qatar while providing logistic support to aircrew operating in the Persian Gulf.
- Collaborated with inter-service entities and international allies in planning one of the largest full-scale attacks against foreign adversaries resulting in over 100 strikes on target.

Senior Evaluator, October 2017 – December 2017

- Led a crew of 22 officers and enlisted as the Tactical Mission Commander on board an EP-3 Aries aircraft in execution of over 20 reconnaissance missions conducted in the South and East China Seas as well as overland Korea along the DMZ.
- Executed and planned an ordered mission to provide real-time intelligence for a US Naval surface asset conducting power projection operations in the South China Sea.

Current Operations Officer, January 2016 – January 2018

- Developed standardized logistic reports of over 500 personnel and 12 aircraft assigned to the squadron and deployed worldwide submitted directly to the Commanding Officer for review.
- Drafted the daily flight schedule for Commanding Officer approval, comprised of training flights, simulators, squadron events, and watch stander responsibilities.
- Directed a team of 10 in testing all systems and capabilities on board 5 EP-3 Aries aircraft in preparation for overseas operations and deployments.

NAVAL AIR TRAINING COMMAND

Pensacola/Jacksonville, FL

October 2013 – August 2015

Student Naval Aviator, October 2013 – August 2015

- Learned aviation fundamentals through training in 3 separate aircraft to include the Piper PA-28 Cherokee, Beechcraft T-6 Texan II, and Lockheed Martin P-3 Orion. Earned Naval Aviation “Wings of Gold” August 2015.
-

DISTINCTIONS

- Achievement:** Top Secret Security Clearance, Navy-Marine Corps Achievement Medal, and Combat Air Medal
Leadership: Devon Preparatory School Lacrosse Varsity Team Captain
Global Mindset: Travelled to England, France, Germany, Spain, El Salvador, Bahrain, Greece, Japan, and Qatar
Community: Anacortes Lacrosse Club Assistant Coach
Involvement: Music (piano, guitar, ukulele), Golf, Sailing, Lacrosse, Tennis, Hiking, Trivia

MIGUEL ECHENIQUE

mme73@georgetown.edu ▪ (202) 468-3696 ▪ <https://www.linkedin.com/in/mechenique/>

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master in Business Administration

Washington, DC
May 2021

- Member of Finance Club, Real Estate Club and Latin American Business Association.

UNIVERSIDAD ANAHUAC
Master in Finance

Mexico City, Mexico
April 2016

- 3.5 GPA. Authored thesis dissertation on an analysis of purchase by HSBC of Bital Bank in Mexico, 1994-2000.

UNIVERSIDAD IBEROAMERICANA
Industrial Engineering Bachelor's Degree

Mexico City, Mexico
December 2013

- Semester abroad at Universitat Autònoma de Barcelona, Spain.
 - Volunteer at Caritas foster home, helping with management tasks and group coordination.
 - Member of finalist team in a catapult-building contest with 50 competing teams.
-

EXPERIENCE

SANTANDER CORPORATE AND INVESTMENT BANKING

New York City, New York
July 2020 – August 2020

Structured Finance, Global Debt Financing Summer Associate

- Part of the team responsible of non-recourse related financing in North America covering energy, real estate and infrastructure with a special focus on renewable energy transactions.
- Developed project finance pitches for 2 renewable energy projects worth \$500 M + for major players in the space.
- Actively involved in the structuring and execution of a \$400 M renewable energy repowering transaction.
- Built project finance models with complex structures to evaluate the sizing, pricing, and viability of Santander's participation in potential transactions.
- Built a final project proposing to offer a real estate finance product to a new client receiving highly positive feedback.

ACTINVER

Mexico City, Mexico
June 2016 – July 2019

Equity Capital Markets Associate, September 2017 – July 2019

- Structured and placed public equity offerings for over 18 clients for accumulated \$3.8 B.
- Led 3 successfully placed public equity offerings with no supervision.
- Coordinated work and communication among teams during structuring and offering processes.
- Reconciled a relevant mistake in public documentation while leading an important transaction closing, avoiding a multi-million dollar fine.
- Maximized a transaction's revenue by 25% by coordinating teams to publicly file a transaction within 5 days.
- Trained, coached and mentored two junior analysts to positions of higher standing.

Equity Capital Markets Analyst, June 2016 – September 2017

- Built an equity pitch to a mining company's CFO and presented it, earning a promotion ahead of schedule.
- Created a distribution waterfall model template, dramatically decreasing modelling time during transactions.
- Developed market research for industries to spot potential issuers and assisted associates in building pitch books.

BANCO INBURSA

Mexico City, Mexico
April 2015 – May 2016

Senior Credit Analyst

- Analyzed credit transactions of +100 companies for \$1.25 B which were approved by the bank's credit committee.
- Conducted weekly presentations to the bank's credit committee.

COMPASS GROUP

Mexico City, Mexico

Junior Investment Strategy Advisor, September 2013 – January 2015

- Aided in establishing an effective asset allocation strategy of a PWM portfolio of over \$400 M.
 - Conducted weekly rebalancing of a \$400 M portfolio.
-

DISTINCTIONS

Achievement: Harvard University/CMI Group Negotiation Workshop.

Certification: Mexican Association of Stockbrokers (AMIB), Level III Certification, 2014.

Global Mindset: Native Spanish, Fluent English. Traveled to 20+ countries.

Community: Engineers Without Borders Active Member, Mother Theresa Foster Home Volunteer.

Involvement: Amateur soccer player and fan, avid historic novels reader and passionate about discovering new cultures.

JOHN GILL III

jwg59@georgetown.edu ▪ (301) 806-9902 ▪ <https://www.linkedin.com/in/john-gill-27137656>

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2021

- Georgetown Real Estate Society, Georgetown Consulting Club, Georgetown Operations and Management Association
- Relevant Course Work: Real Estate Private Equity, Real Estate Public Equity, Valuation, Financial Markets and Corporate Decision Making, Real Estate Private Debt
- Deloitte Case Competition Winner

GEORGETOWN UNIVERSITY, School of Continuing Studies

Washington, DC

Master of Professional Studies in Real Estate

May 2018

GETTYSBURG COLLEGE

Gettysburg, Pennsylvania

Bachelor of Arts, Political Science

May 2014

- Dean's List; Student Senator, Student Government; Pi Sigma Alpha
 - Intern, United Nations Foundation; Global Leaders of Gettysburg; NCAA Track & Field Team
 - Study Abroad, Aix-en-Provence, France; Study Abroad Winter session to Spain, Morocco, Turkey
-

EXPERIENCE

THE KLOTZ GROUP OF COMPANIES

Jacksonville, FL

Real Estate Private Equity Associate Intern

July 2020 – Present

- Underwrote over \$112M worth of mixed-use (MF and retail) properties for acquisition/value ad projects; built construction budgets; modeled pro formas.
- Authored offering memorandums used for debt/equity capital raising; wrote market research reports and LOI's for opportunities located across the US Southeast.

THE COSTAR GROUP

Washington, DC

Market Analyst July 2018 – July 2019

August 2015 – July 2019

- Analyzed economic and real estate trends in major Midwestern markets in the CoStar Database and wrote state-of-the-market reports that explained what was driving or hindering growth in each respective metro.
- Presented abbreviated state-of-the-market slide decks to hundreds of real estate professionals in the Midwest, future economic and real estate outlook was forecasted via multiple predictive models to provide insight to clients on the different market outcomes that could arise contingent upon changes in near-term economic conditions.
- Designed a net absorption tool utilizing CoStar's exported data, SQL, and Excel which broke down the largest gains and losses on an individual asset level in a market; ultimately saved the analyst team hundreds of hours per quarter and provided a deeper understanding as to what assets were driving market demand.

Senior Territory Manager, September 2017 – July 2018

Territory Manager, February 2017 – September 2017

Territory Representative, August 2015 – February 2017

- Identified hundreds of prospective clients across the United States and Canada in need of commercial real estate data; demonstrated value of the CoStar platform and generated over \$1.9 million in new company revenue upon licensing real estate professionals as product subscribers.
 - Educated existing clients how to navigate product, how best to utilize data to increase productivity, and how to identify new business opportunities; culminated in a 94% contract renewal rate within personal book of business.
 - Trained new hires to identify and solve client problems via the CoStar product during demonstrations. Employees were monitored for their first six months in production following training. If goals were not met, performance improvement plans (PIP's) were created in order to properly guide new employees towards success.
-

DISTINCTIONS

Achievement: Python Certification, DC Real Estate Sales License

Leadership: Philanthropy Chair, Phi Delta Theta fraternity

Global Mindset: English (native), French (advanced), Spanish (intermediate), Romanian (basic)

Community: MBA's Fight Covid, CoStar Builds, Sons of the Revolution, Big Brother Big Sisters of America

Involvement: Traveling, Hiking, Fishing, International Relations, Running, Soccer, Ice Hockey, Basketball

JAMES GIMBERT

jcgl48@georgetown.edu ▪ (703) 309-8453 ▪ 2035 F ST NW Washington, DC 20001

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2019

- GMAT 710, GPA 3.78
- Georgetown Real Estate Society Member

NAVAL NUCLEAR POWER PROGRAM

Pearl Harbor, HI

Engineer Officer

February 2018

- Qualified to operate and command the Engineering Department and associated reactor plant and support systems for all nuclear submarine reactor plants.

UNITED STATES NAVAL ACADEMY

Annapolis, MD

Bachelor of Science in Operations Research

May 2014

EXPERIENCE

THE GEORGE WASHINGTON UNIVERSITY

Washington, DC

Assistant Professor of Naval Science

February 2019 – Present

- Instructor and mentor to 120 future naval officers on academic, personal, and professional matters from The George Washington University, Georgetown University, Howard University, and Catholic University of America.
- Manage Defense Travel System for 140 personnel attached to unit and coordinate all unit travel over year, including intensive Summer Training Program.

US NAVY FAST ATTACK SUBMARINE USS CHICAGO (SSN 721)

Guam and Pearl Harbor, HI

Submarine Warfare Officer

December 2015- February 2019

- Ensured safe operation and navigation of \$1.5B submarine while at sea and in-port supervising 150 personnel while leading a 40 person watch team, acted as Commanding Officer's (CO) representative for all evolutions, operations, and tactical decisions.
- Directly trained four Junior Officers in all areas of the Submarine profession.
- Oversaw complex reactor plant testing with no deficiencies as the senior officer present.

Communications Officer February 2018 – February 2019

- Lead 3 divisions totaling 25 sailors in operation of shipboard communication, navigation, and LAN equipment. Oversaw the upgrade of ships communications suite, navigation system, and a network migration and upgrade.
- Administrator of ships Cryptography Program and Top Secret Material.
- Instructed all officers onboard how to process complex strategic messages used for ships movements, direct advisor to the CO for ships operations and communications.

Damage Control Officer February 2017-February 2018

- Managed 12 mechanics in operation and maintenance of atmospheric control, hydraulic and emergency power systems. Project manager for rebuild of 14 systems.
- Supervised the performance and quality of over 100 error free work control packages.

Electrical Officer December 2015- February 2017

- Managed 11 electricians in maintenance and operation of primary and secondary reactor systems onboard.

NAVAL NUCLEAR POWER TRAINING COMMAND

Charleston, SC

Engineering Officer

July 2014 – august 2015

- Completed a high-paced school designed to prepare newly commissioned officers for direction of a nuclear reactor plant. Education focused on electrical engineering, reactor theory, materials science, thermodynamics, and chemistry.
 - Excelled in an intensive qualification period designed to apply theoretic nuclear principles to the operation and supervision of a nuclear reactor plant.
-

DISTINCTIONS

- Achievement:** Two Navy and Marine Corps Achievement Medals for Superior Performance
Leadership: Division Officer, Officer of the Deck, Eagle Scout
Clearance: Top-Secret/SCI Clearance (U.S.Navy)
Interests: Skiing, Weight Training, Wargaming, Kiteboarding

CHRISTOPHER J. REYNOLDS

cr1050@georgetown.edu ▪ (401) 368-3724 ▪ linkedin.com/in/christopher-j-reynolds

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2021

- Member: Georgetown Real Estate Society, Latin American Business Association, Wine Society

PROVIDENCE COLLEGE

Providence, RI

Bachelor of Arts, English

May 2009

- GPA: 3.68– Top 11%, Dean’s List
-

EXPERIENCE

CETRULO LLP

Boston, MA

December 2012 – June 2019

Senior Paralegal, March 2017 – June 2019

- Eliminated user data error in client’s database by leveraging capabilities of Microsoft Access and Excel to automate a previously inefficient task for a team of three paralegals; maintained accuracy of data for seven consecutive months and reduced time necessary to complete critical task by 90%.
- Identified inconsistent training practices and presented findings to a group of three partners; secured leadership role in developing interactive, web-based training materials for all new paralegal hires.
- Developed a uniform reporting process for counsel in 30 jurisdictions nation-wide and implemented new input protocols for a team of three paralegals to increase total number of dismissed cases by 400% over 5 quarters; shrank key metric for client stakeholders by nearly 63%.
- Strategized with two senior partners to establish reporting protocols for local counsel in 30 jurisdictions nation-wide; instituted monthly and quarterly deliverables to monitor developments for approximately 1,500 active claims, diminishing occurrence of missed court deadlines by 35%.

Paralegal, December 2011 – March 2017

- Directed high-profile client in avoiding a highly damaging \$12M verdict by independently analyzing complex legal contract and identifying key passage discharging client of legal liability.
- Coordinated efforts of counsel in twelve nationwide jurisdictions during two week timeframe to properly perform valuation analysis for 300 cases in advance of settlement negotiations with prominent plaintiff’s counsel; presented findings supporting an initial settlement value 30% lower than counsel’s demand.
- Boosted firm’s revenue by an average of \$50K per month by outsourcing administrative tasks and redeveloping roles of 14 interns; lifted satisfaction rate of interns participating in firm’s litigation assistant program by 35%.

SCHEPHENS EYE RESEARCH INSTITUTE

Boston, MA

Development Assistant

August 2011 – December 2011

- Increased critical donor retention rate by 10% within first three months of employment and improved donor recruitment (referral) rate by 30% utilizing key data insights and employing personalized marketing materials.
- Raised \$24K in donations and grew donor participation in targeted 18-25 year old demographic 150% by building local relationships with four college institutions and initiating campus outreach activities designed to spur funding from students’ leftover dining hall balances.

DEMAND MEDIA INC.

Boston, MA

Writer

May 2009 – August 2011

- Published 40 individually researched articles per week for online distribution to Demand Media’s brands; collaborated with editors globally to optimize content for search engines resulting in 5% increase in traffic for certain categories.
-

DISTINCTIONS

Software Skills: Microsoft Access (Advanced)

Global Mindset: English (Native), Italian (Beginner), Cape Verdean Creole (Beginner); Avid Traveler (14 States, 7 Countries)

Involvement: Piano (self-taught), Guitar (self-taught), Drums (15 years), Golfer, Avid Skier (6 States)

JAMES SOLTESZ

jrs93@georgetown.edu ▪ (301) 367-4013 ▪ linkedin.com/in/james-soltesz-74382213

EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2021

- *Clubs:* Georgetown Real Estate Society (GRES), Graduate Investment Fund, Wine Society
- *Coursework:* 3.8 GPA, Real Estate Private Equity & Debt, Invesco RE Clinic, 1st Place 2020 McDonough RE Case Competition, 2nd Place Real Estate Clinic Investment Strategy Pitch - JBG Smith

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Bachelor of Science in Business Administration, Finance & International Business

May 2010

- Cumulative GPA 3.3, Major GPA 3.5, Honors: Dean's List (two semesters)
- International Business Study Abroad Program at Oxford University, Summer 2008

EXPERIENCE

MRP REALTY

Washington, DC

Acquisitions and Development MBA Intern

June 2020 – Present

- Prepared IC memos for investment opportunities across multifamily and office assets including outlining investment thesis, gathering lease and sales comps, assessing risk/return profiles based on different valuation methods (yield-on-cost, replacement cost, and DCF), and modeling promoted and carried interests for GP/LP splits
- Modeled cash flows in Argus for potential suburban & urban office acquisition targets by using different underwriting assumptions based on internal submarket research, broker materials and outside vendors input
- Collaborated with construction and property management team teams to underwrite, budget construction and annual operating expenses, and price a 325 unit ground-up multifamily development in an Opportunity Zone
- Conducted extensive research and site tours across various office and multifamily submarkets across the DC region

MARINER INVESTMENT GROUP

Dallas, TX

Structured Products Analyst

July 2016 – June 2019

- Led portfolio management responsibilities including the positioning, trading, and monitoring of a \$400M CLO "Collateralized Loan Obligation" mezzanine debt and equity portfolio across 90 different investments
- Created internal investment memos and presented to committee fundamental and relative value research for actionable investment opportunities resulting in more than \$300M annually of purchases and sales
- Ran cash flow scenarios with different underwriting assumptions based on internal proprietary research and broker marketing materials to assess risk/return profile of potential CLO investments
- Prepared capital raising materials, pitch books and actively engaged leading family offices, sovereign wealth funds and institutional investors helping raise \$2.0BN in outside capital across 5 different funds
- Presented to risk committee monthly reports that summarizes deal metrics relative to vintage, run-rate cash on cash distributions/IRRs/NAVs, and deal performance compared to original underwriting assumptions

BENEFIT STREET PARTNERS ("FORMERLY BDCA ADVISER")

New York, NY

Analyst

July 2014 – June 2016

- Collaborated with firm's Head of Structured Products to grow collateralized loan obligation (CLO) portfolio into one of the largest CLO equity portfolios on Wall Street at \$450M
- Helped launched the first mutual fund of its kind dedicated to providing investors high current income through investing in public business development companies ("BDCs")

COHEN & COMPANY INC.

New York, NY

Associate, April 2014 – June 2014

October 2010 – June 2014

Analyst, October 2010 – March 2014

- Managed all investor requests and prepared cash flow runs, deal term sheets, and model portfolios for clients to help successfully market and sell to institutional investors the firm's first \$300M CLO transaction since 2007
- Tracked market trading activity, wrote daily desk market commentary, and helped evaluate potential risk positions

DISTINCTIONS

Achievement: CFA level II Candidate, FINRA Series 7, 63, 79 licenses (currently unregistered)

Skills: Microsoft Office, ARGUS Enterprise, Bloomberg Professional, Trepp, Costar

Community: Georgetown Alumni Club of New York, Alzheimer's Association volunteer

Interests: Traveling, Reading, Cooking, Golf