

GEORGETOWN UNIVERSITY

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

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JAMES BENDETSON

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master of Business Administration

Washington, DC
May 2022

- GMAT 700

TUFTS UNIVERSITY
Bachelor of Science, General Psychology

Medford, MA
May 2015

EXPERIENCE

ARBOR REALTY TRUST

Boston, MA
August 2018 – August 2020

Underwriting Analyst, October 2019 – August 2020

- Underwrote multifamily loans following Fannie Mae and Freddie Mac Agency guidelines and requirements, while adhering to established timelines.
- Ordered and performed preliminary review of all third-party reports (appraisal, inspection and environmental) for compliance with guidelines.
- Conducted property and market inspections to evaluate property conditions and market/submarket dynamics.
- Evaluated origination procedure and spearhead construction of an Excel model to streamline loan funding process and increase productivity by nearly 100%.
- Lead the curation of an asset management report to summarize gathered loan-specific information.

Screening Analyst, August 2018 – September 2019

- Collected, reviewed, and analyzed financial exhibits and market data for debt structure modeling of multifamily loan opportunities.
- Coordinated between loan originator and underwriting department in processing of loan applications and in determination of loan amounts.
- Concluded background check on borrower and completed due diligence on subject property including analyzing pro forma cash flow and relevant market data on CoStar and Reis.
- Trained 10+ new hires and served as a point of a contact for any questions.
- Promoted early within a 13-month timeframe for exceeding goals.

B&G HOMES

Boston, MA
May 2016 – August 2020

Founder & Managing Member

- Investigated investment possibilities and analyze units fitting desired criteria using Excel modeling including cap rates, NOI, debt service coverage ratio, and sales comps.
- Identified profitable real estate investment opportunities, researched comparable sales and current competition, and selected home design based on demand, cost, and profitability.
- Prepared and presented investment plan, budget analysis, and financing request to bank and obtain financing.
- Coordinated between subcontractors, architect, engineer, bankers, attorney, and construction supervisor during execution of projects.
- Sold first development project for over 230% return on investment within 10 months.

THE CHARLES REALTY

Boston, MA
October 2015 – August 2018

Realtor

- Closed 100+ rental and sales deals, leading the firm for several months including first month of employment.
 - Assigned optimal market rent prices and design marketing materials.
 - Listed and toured properties with clients, secured and qualified prospects, reviewed client credit, conducted contract negotiations, wrote leases, and collected funds.
 - Collaborated with rental team to grow internal apartment database and enhance company visibility.
-

DISTINCTIONS

Achievement: Charles Realty Rental Agent of Month; High School State-placed Wrestler
Leadership: Vice President Sigma Nu Fraternity, Vice President Jumbo Read, High School Wrestling Captain
Community: Volunteer to support and educate new parents of hard-of-hearing children
Global Mindset: Traveled to over 30 countries on five continents.
Involvement: Skier, golfer, and poker player; avid sports fan, especially of Boston sports

BRUCE BURTON

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business Master of Business Administration

Washington, DC
Expected May 2022

- GPA: 3.7, Vice President of Finance for Georgetown Real Estate Society and Finance Club.

DENISON UNIVERSITY

Columbus, OH

Bachelor of Arts Economics | Bachelor of Arts History

May 2017

- GPA: 3.6, Economics Honor Society, History Honors Society, Dean's List (2016-2017).
 - Denison University: President of Investment Club and Kappa Sigma Fraternity.
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EXPERIENCE

INVESCO

Chicago, IL

Portfolio Management Intern

September 2020 – January 2021

- Underwrite and develop ongoing cash flow projections for two existing assets to determine each holdings impact on fund performance and risk.
- Modeled the current and future impact of COVID-19 and Amazon's H2Q on fund's sub-markets to derive appropriate cap rates to derive current value.
- Package and present recommendations on hold / sell decision to investment committee, alongside portfolio manager.

REDWOOD CAPITAL GROUP, LLC

Chicago, IL

Associate

October 2018 - September 2020

- Spearheaded underwriting process on \$500mm of potential acquisitions, performed due diligence on prospective investments, and assisted through acquisition and disposition process.
- Led calls with potential and current investment partners to communicate return metrics, negotiate promote/profit sharing structures generating \$150mm in investment commitments.
- Managed a team of three software developers to build a two-pronged CRM and database reporting on return metrics such as IRR, multiple, and operating performance in real time.
- Provided disposition recommendations to asset management team through utilization of hold / sell analyses. The recommendation and disposition of SE portfolio generated \$11mm in promote to RCG and a deal level IRR of 24%.

JONES LANG LASALLE

Chicago, IL

Financial Analyst

June 2017 - October 2018

- Developed highest and best use using Argus Enterprise and Excel in conjunction with senior leadership to provide purchase recommendations for clients.
- Valued a multitude of commercial property types and asset classes totaling over \$1.5B in market value using tenured discounted cash flow analysis and/or direct capitalization approaches leveraging Excel and Argus.
- Created ESG pitch books and valuation tools informed strategic decision-making on alternative ESG investments across U.S leading to an institutional investment of \$100mm in Detroit, MI.
- Developed and articulated actionable small-cap equity investment strategies for a number of markets for clients, directors, and asset managers leading to \$5mm in future transaction value.

WEXFORD LODGING ADVISORS

Columbus, OH

Analyst

September 2016 - May 2017

- Reevaluated portfolio's performance on an ongoing basis focusing on NOI, RevPAR, and EBITDA and presented approximately \$10mm of shortfalls to senior leadership.
 - Analyzed P&L statements for numerous hotels to create monthly reporting in excel and ProfitSage informed strategic decision-making on capital expenditures.
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DISTINCTIONS

Achievement Certifications Global Mindset Community Involvement

Denison Trapshooting: All-American, Team Captain, and 9x world championship titles.
Argus Enterprise, Intermediate & Advanced Proforma Modeling, Tableau, Salesforce.
Volunteer at Rio de Janeiro during the 2016 Olympics.
Board member, University Club of Chicago and Metro Squash. Member, Urban Land Institute.
Triathlete, squash player, and Detroit sports enthusiast.

CLAYTON COLLINS

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2022

- STEM Designation, Management Science Major
- Finance Club – VP of Technology, Graduate Investment Fund – VP of Competitions
- Cornell Investment Portfolio Case Competition – ESG portfolio analysis
- Southeastern Hedge Fund Competition – Hedge Fund Strategy

ABILENE CHRISTIAN UNIVERSITY

Abilene, TX

Bachelor of Business Administration, Management

May 2007

- Graduated Cum Laude
 - Oil and gas internship at Colo Exploration raising investment funds for rework projects
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EXPERIENCE

WINDWARD MANAGEMENT LLC

Fort Worth, TX

Private Equity Intern – Part Time

March 2020 – July 2020

- Analyzed investments in the \$ 10-30M revenue range and performed financial due diligence focusing on candidates open to a leveraged buyout.
- Researched potential acquisition targets in the printing, healthcare, and retail sectors.
- Aggregated business information and communicated targeted recommendations.

KELLER WILLIAMS REALTY

Fort Worth, TX

Real Estate Agent

April 2015 – July 2020

- Implemented a data-driven sales strategy focused on targeted marketing and follow through that resulted in the top 20% of sales by units in 2017, 2018, and 2019, and received three production awards from Keller Williams Realty and from 360 West magazine as a top realtor in 2017.
- Launched mentoring and training group that met monthly to assist real estate agents in business development for one and a half years with a 90% brokerage retention rate of mentees in the program.
- Earned top 20% in sales in the first 7 months and awarded a position on the Agent Leadership Council to monitor finances and train new agents.
- Analyzed market research to forecast prices and trends in residential and commercial sectors.

FREELANCE WEB DEVELOPMENT

Remote

Front-End Web Developer

January 2013 – April 2015

- Completed 6-month project researching, branding, and marketing a new website growing traffic through search engine optimization efforts and selling for a 300% return on investment.
- Created customized solutions for clients through enhancing sales funnel efficiency and marketing with analytics.

FLOWER MOUND FIRE DEPARTMENT

Flower Mound, TX

Fire Fighter / Paramedic

May 2009 – January 2013

- Developed strong teamwork, problem solving, adaptability, and attention to detail skills while working under pressure in responding to over 1,600 emergency fire and medical calls.
 - Administered advanced medical life support while directing patient care, scene management, and transportation to medical facilities.
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DISTINCTIONS

Achievement: Chartered Financial Analyst (CFA) Level 1 Candidate February 2021, Python Certified Associate (PCAP), passed Securities Industry Essentials exam, Financial Modeling Certification – Wall Street Prep, Bloomberg Market Concepts, Capital Markets & Securities Analyst Certification - Corporate Finance Institute

Leadership: Chamber of Commerce Young Professional Membership Committee 3 years, Big Brothers Big Sisters Junior Leadership Board, Leader of Chamber of Commerce networking group 2 years

Community: Big Brothers Big Sisters volunteer 5 years

KENNETH P. COYLE III, ESQ.

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2022

- Georgetown Real Estate Society, Finance Club

BROOKLYN LAW SCHOOL

Brooklyn, NY

Juris Doctor, Real Estate Law

May 2018

- GPA 3.52
- Jack Weprin Prize for Real Estate Excellence; Certificate in Real Estate Law with Distinction, CALI Award for Law of Condos Cooperatives and HOAs; CALI Award for Commercial Leasing
- Business Law Association; Real Estate Society
- Internships: Romer Debbas LLP; Goldstein Hall PLLC; Levy Holm Pellegrino & Drath LLP; Schoeman Updike Kaufman & Gerber LLP; Department of Housing and Urban Development

LOYOLA UNIVERSITY MAYLAND, Sellinger School of Business

Baltimore, MD

Bachelor of Business Administration, Finance

May 2014

- Dean's List Honors
 - University College of Cork – County Cork, Ireland, August 2012 – December 2012
 - African, Latino, Asian & Native American Services (ALANA)
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EXPERIENCE

ABRAMS GARFINKEL MARGOLIS BERGSON, LLP

New York, NY

Associate

September 2018 – March 2020

- Created a guide and checklist on Housing Stability and Tenant Protection Act of 2019 with a team of two; held daily team meetings where contacted city agencies to gain an understanding of ambiguously phrased provisions; retained by real estate professionals to revise lease forms to comply with Act; earned \$50,000 from new business.
- Performed thirty open points memos to clients during lengthy lease negotiations; highlighted unresolved issues in negotiation, and advised clients on whether to push back, compromise, or fold on such items; tenants paid an extra fee for such a memo.
- Drafted, redlined and negotiated complex leases for office and retail spaces where clients had minimal leverage; negotiated favorable tenant language in two important clauses, assignment and sublet clause, and good guy guaranty; earned \$500,000 from tenant representation.
- Initiated a review of a client's tax expense statement with an Associate; compared landlord's tax expense calculation with language in lease; concluded landlord breached lease and overcharged client by \$5000 monthly.
- Directed and trained fifteen interns working for supervisor's commercial real estate educational startup company; taught interns' basics of commercial leasing, and reviewed interns' work product; interns substantially improved business, therefore supervisor did not hire marketing and technology specialists for \$300 an hour.

THE BENJAMIN COMPANIES

Garden City, NY

Real Estate Development Associate

June 2014 – August 2015

- Organized, assessed, and monitored progress of capital improvements made to Section 8 housing prior to an inspection conducted by HUD; interacted with General Counsel and Project Manager, created excel spreadsheets to document weekly improvements made to building, and sent said spreadsheets to management; passed inspection exam and avoided a \$100,000 fine.
 - Researched, located and prepared materials in response to a low income tenant's reasonable accommodation request for an emotional support dog in unit; based on case law and HUD guidelines, concluded such a request must be granted; avoided approximately \$50,000 in potential legal fees.
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DISTINCTIONS

- Achievement:** Passed New York State Bar Exam in July 2018; Admitted to New York State Bar
- Leadership:** Mentoring second and third year law students interested in real estate law
- Global Mindset:** Traveled to Switzerland, Spain, Germany, Portugal, Italy, England, Ireland, Czech Republic.
- Community:** Answering Needs Citizens with Handicap (ANCHOR), bowled with children with special needs.
- Involvement:** Traveling, golfing, running, and avid Islanders/Knicks/Yankees/Jets fan

SNEHANN KAPNADAK

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business **Washington, DC**
Master of Business Administration, Real Estate, Certification in Sustainable Business *May 2022*

- GMAT - 700, MBA Merit Scholar
- Georgetown Real Estate Society (President), Student Ambassador, FinTech, Beer Appreciation Society
- Relevant Courses: Real Estate Private Equity; Private Debt; Multifamily Clinic; Office, Retail, & Industrial Clinic
- Relevant Activities: ULI Urban Plan, McDonough Real Estate Case Competition (3rd Place)

RUTGERS UNIVERSITY, Rutgers Business School **New Brunswick, NJ**
Bachelor of Science, Marketing, Supply Chain Management; Entrepreneurship (Concentration) *December 2014*

- Enactus (Dir. of Marketing), Student Financial Review (Personal Finance columnist), Alpha Kappa Psi (VP)
 - Keller League player (football & basketball), Study Abroad in Paris, France
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EXPERIENCE

VIKING CAPITAL LLC. **Vienna, VA**
Underwriting Intern/Summer Associate (Part-time) *July 2020 – Present*

- Underwrite 2 multifamily properties/week (\$20M-\$90M) using firm's analysis template and modeling software
- Present analyses to investment committee and lead review of return metrics: IRR, cash flow, yield on cost, etc.
- Sourced WiFi providers and presented recommendation to Asset Manager; implemented at newly acquired property
- Proactively pitched tenant-prospect messaging app to boost lead-conversion; resulted in adoption across portfolio

REAL ESTATE INVESTMENTS **Kansas City, MO**
Owner/Operator (Part-time) *August 2017 – Present*

- Built financial models to analyze 100+ multifamily properties by using seller T12s, rent rolls, and broker guidance
- Present analyses to GP sponsors, recommend strategies to boost NOI, and highlight investor returns
- Conduct due diligence by analyzing broker OMs, market comparables, CoStar reports, and crime & HHI trend data
- Secured favorable financing and terms for prospective deals by cold-calling lenders, brokers, and insurance agents

Selected Deal Experience:

- 368-Unit Multifamily (Deal closed) – Underwrote property, outlined investment risks and value-add opportunities, and updated financial model throughout due diligence process; presented updates to Investment Team
- 64-Unit Multifamily (Contract suspended) – Modeled construction schedule, performed sensitivity analysis showing impact of COVID-19 on rent collections, and recorded detailed webinar summarizing value-add plan
- 42-Unit Multifamily (LOI submitted) – Performed financial analysis on property, researched market drivers, and outlined how asset management strategy would affect ROI; pitched deal to other GPs and to LPs
- Single-Family Home (Owner) – Vetted turnkey operators, oversees property manager, and monitors performance; resulting in ~12% average annual cash-on-cash return

WIREDSCORE **New York, NY**
Client Success Manager *February 2019 – April 2020*

- Advised 40+ C-Level landlords across 300+ commercial office assets on improving in-building technology
- Collaborated with internal teams to answer inbound client questions and presented technical recommendations

GREY GROUP **New York, NY**
Account Executive *May 2017 – February 2019*

- Co-directed advertising campaign; resulted in +66% online orders and extension of promotion
 - Built Google Analytics tagging dashboard on Google Sheets and streamlined ad-tracking process by 50%
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DISTINCTIONS

Technical Skills: Argus Enterprise (Basic), REFM Certification in Excel Level 1 With Distinction & Level 2, RedIQ
Achievement: Interviewed on Real Estate podcast, Published in AdWeek magazine, Eagle Scout
Global Mindset: Konkani (intermediate), Selected as English tutor for French students during study abroad program
Community: Project Destined mentor, iMentor, International Radio & TV Society mentor, INROADS panelist
Interests: Spartan Race Trifecta, Half Marathon, Polar Plunge, WWII Fiction, Blink 182, Coffee tasting