

GEORGETOWN UNIVERSITY

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

DOUGLAS ADAMS

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master of Business Administration

Washington, DC
Expected May 2023

- Marketing and Real Estate

UNIVERSITY OF DENVER, Daniels College of Business
Bachelor of Science, Business Administration

Denver, CO
November 2017

- Finance major, Spanish Language & Culture minor; GPA 3.62; University Honors Program Graduate
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EXPERIENCE

ASPEN ART MUSEUM

Aspen, CO

Gallery Guide (Part-Time)

February 2021 - May 2021

- Provided extensive 20th and 21st century art history educational programming to patrons interested in receiving comprehensive knowledge regarding modern and contemporary art exhibits; actively learned and displayed curiosity in expanding my personal database of artists, artworks, and general art market information.
- Improved and modified daily operations of the Aspen Art Museum regarding COVID-19 health and safety protocol.

DOUGLAS ELLIMAN OF COLORADO

Aspen, CO

Broker Associate / Assistant

October 2020 - May 2021

- Managed all aspects of long-term and short-term luxury vacation rental business in the Roaring Fork Valley (Aspen to Basalt) including MLS database management, print and digital marketing, scheduling, and utilization of Google Cloud products to digitalize 1,000+ contract related documents and other sensitive client information.
- Increased available rental property inventory by over 100% year-over-year, hitting \$1MM gross rental revenue in Q4 2020 and Q1 2021.

JLL AMERICAS

Denver, CO

Property Administrator / Industrial Real Estate Property Management

December 2019 - September 2020

- Organized multiple, complex property management relationships with various institutional asset managers across a newly acquired 4,000,000 square foot portfolio of industrial real estate assets.
- Produced consistent and accurate financial reporting for institutional owners on a weekly and monthly basis; performed routine receivables and payables accounting management.

CARDINAL GROUP MANAGEMENT

Denver, CO

Multifamily Leasing Consultant

August 2019 - September 2019

- Provided impeccable leasing and property management leadership within a newly developed multi-family apartment complex in downtown Denver; delivered successful results to our owners in a timely fashion by increasing property occupancy rate from 0% to 75%+ between Q3-Q4 2019.

J.P. MORGAN CHASE & CO.

Fort Worth, TX

Analyst / Private Bank

December 2017 - May 2019

- Collaborated with Client Advisors in Q1-Q2 2019 to meet deposit and operational banking account objectives of the JPMorgan Deposits Campaign; gained substantial new retail banking relationships with existing clients with between \$5MM and \$25MM of assets under management by earning and keeping the trust of our wonderful clients.
 - Developed a dynamic skillset working with a complex multi-family office client requiring both extensive analytical capacities of a European debt and equities portfolio as well as reporting on a \$250MM+ EURIBOR-denominated credit facility; delivered incredible technical investment insight despite time constraints and complexity.
 - Assumed a leadership role in JPMorgan's analyst class as an engaging community member with non-profit museums and art galleries in order to create meaningful social connections and greater exposure to the vibrant arts and culture community developing in the Dallas Fort Worth metroplex.
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DISTINCTIONS

Achievement
Community
Interests

Undergraduate Senior Thesis: "A Market Analysis of the Contemporary Art World"
Associate Member of The Dallas Contemporary, The Modern Art Museum of Fort Worth
Real Estate, Architecture, Design, Travel, Hiking, Skiing, Road Cycling, Yoga, Tennis

Laura Caicedo

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business **Washington, DC**
Master of Business Administration *May 2023*

- STEM Designation - Management Science Major /Accounting, Finance, Real Estate Private Equity
- Case Competitions: ULI Urban Plan – 1st Place, UT- Austin National Real Estate Challenge
- Diversity and Inclusion Club Vice President; Georgetown Real Estate Society; Graduate Women in Business

ARCHITECTURAL ASSOCIATION SCHOOL OF ARCHITECTURE **London, UK**
Master of Architecture in Housing & Urbanism *March 2016*

- Graduated with distinction

UNIVERSITY OF LOS ANDES, Department of Architecture **Bogotá, Colombia**
Bachelor of Architecture *August 2011*

EXPERIENCE

STEERS CENTER ADVISORY SERVICES **Washington, DC**
Team Lead – Real Estate Internship *September 2021 – December 2021*

- **Project Analysis:** Selected to lead team of 3 to develop feasibility studies for a mixed-use affordable housing and aquaponics farm development on an 84,000 square foot site.
- **Financial Modeling:** Analyzed market supply and demand and led team in developing financial model for long-term business planning.

SECRETARY OF MUNICIPAL PLANNING PALMIRA **Palmira, Colombia**
Urbanist *May 2020 – May 2021*

- **Sustainable Community Development:** Directed team of 10 in structuring 12-year sustainable development plan for city with a population of 300,000.
- **Market Analysis:** Conducted extensive field market research and data analysis to determine zoning and establish growth metrics; proposed and formulated a municipal government decree.

ADMINISTRATIVE DEPARTMENT OF MUNICIPAL PLANNING **Cali, Colombia**
Lead Urban Specialist *August 2019 – December 2019*

- **Team Leadership:** Supervised team of 12 in developing 5-year plan for public space intervention in 200-acre city center.
- **Stakeholder Engagement:** Liaised with multiple agencies and specialists that represented cultural preservation, community education and infrastructure; prepared and delivered presentations on various real estate issues.

CAMILO SANTAMARIA URBANISM **Bogotá, Colombia**
Lead Urban Specialist *July 2017 – October 2018*

- **Real Estate Trend Analysis:** Oversaw 2 consultancy research studies analyzing growth trends across Bogotá, providing critical inputs for overhaul of zoning code; coordinated stakeholder engagement and presented recommendations to city.
- **Negotiating & Influencing Development:** Designed a 50-acre residential master plan, including 4,000 new homes and 860,000 square feet of commercial space. Conducted client presentations and rallied stakeholder support.

FLETCHER PRIEST ARCHITECTS **London, UK**
Urban Designer *February 2016 – February 2017*

- **Project Due Diligence:** Managed team of 3 in performing due diligence and creating a \$200M, 1,000 home, mixed-use master plan proposal, winning the RFP, acquiring long-term contract, and obtain public required planning approvals.
- **Multi-Family & Mixed Use:** Led development and submission of 3M SF mixed-use master plan proposal; managed high-profile client and delivered project scheme iterations to meet development goals.

MGP ARCHITECTURE & URBANISM **Bogotá, Colombia**
Project Manager *September 2012 – October 2013*

- **Construction Management:** Headed design and construction of \$1.6M USD international award-winning chapel; executed end-to-end delivery, exceeding expectations through attention to detail and innovative use of materials.
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DISTINCTIONS

- Leadership:** Hired as an adjunct professor at Los Andes University's Architecture Department 2020-2021. Guest professor in the 2017 Architectural Association's International Urban Design Workshop.
- Global Mindset:** Languages: Spanish (Native), English (Fluent), Portuguese (Intermediate).
- Community:** Led school renovation in rural Colombia; volunteered with the Humanitarian OpenStreetMap Team.
- Interests:** Dance, pottery, life drawing, travel.

AUSTIN LEE

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2023

- GRE: 334 out of 340 (Quantitative Reasoning: 167 / Verbal Reasoning: 167)
- Georgetown Real Estate Society, Georgetown Hospitality and Lodging Club
- ULI UrbanPlan Workshop – 1st Place

BATES COLLEGE

Lewiston, ME

Bachelor of Arts, English

June 2017

- Men's Varsity Track and Field, 2014 All Division III New England honors (Men's 400 Relay); 1st leg, 2014 Indoor Maine State Champions, 2014 Outdoor Maine State Champions
 - Semester abroad at Yonsei University, South Korea
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EXPERIENCE

STEERS CENTER ADVISORY SERVICE

Washington, DC

Associate

September 2021 – November 2021

- Developed a green certification strategy for a publicly traded multifamily REIT that targeted cost savings for the client's portfolio of properties. Quantified the costs and benefits of each green certification recommendation.

MARCUS & MILLICHAP

Las Vegas, NV

Investment Sales Associate

April 2018 – July 2020

- Underwrote over \$150M+ of net-leased, multi-tenant retail, office, and industrial properties. Evaluated sales comparables and quantified leveraged returns.
 - Coordinated with five associates and two graphic designers to produce proposals/valuations.
 - Counseled clients on pro forma cash flows and underlying assumptions based on historical market trends and Marcus & Millichap's internal research. Designed six and twelve month operational strategies to improve asset values in preparation for disposition or recapitalization events.
 - Headed due diligence activities relating to third party reports, title/survey, historical financial statements, leases, and market research. Generated abstracts of a wide variety of commercial leases by identifying key terms. Corresponded with tenants to confirm actual CAM expenses when applicable.
 - Counseled clients in renegotiating existing leases with corporate tenants in order to increase property value. Assembled analyses which quantified prices and corresponding cap rates in regards to rental rate and terms. Convinced clients to renegotiate leases in preparation for property dispositions.
 - Attained the listing contract of a portfolio of class A surgery centers totaling over 40,000 SF across three states through sustained business development activity and client communication for over one year.
 - Exceeded pricing expectations by 4% in the sale of a childcare property as the primary sales broker. Developed and executed a marketing campaign which resulted in multiple purchase offers. Advised client in vetting buyers, writing counter offers, and negotiating the terms of the final purchase and sale agreement.
 - Overhauled the formal process of information transmission between team members of differing roles/expertise in order to expedite the team's cycle time for valuations.
 - Operated a weekly email marketing campaign through the ESP, Constant Contact. Oversaw the growth of the mailing list by 2000+ real estate owners.
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DISTINCTIONS

Achievement: Marcus & Millichap Pace Setter Award (2018), Nevada Real Estate Salesperson License
Global Mindset: English (Native), Korean (Limited Working Proficiency)
Interests: Soccer, Basketball, Squash, Tennis, Skiing, Flag Football (2-time broker-bowl runner-up)
Skills: Microsoft Office, Costar, Constant Contact, Salesforce

ADWITIYA (ADI) PATRO

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EDUCATION

- GEORGETOWN UNIVERSITY, McDonough School of Business** **Washington, DC**
Master of Business Administration *May 2023*
- GMAT 740, Merit Scholarship
- CEPT UNIVERSITY, School of Planning and Public Policy** **Ahmedabad, India**
Master of Planning, Urban and Regional Planning *May 2015*
- GATE Scholarship (National Rank 151)
- NATIONAL INSTITUTE OF TECHNOLOGY** **Hamirpur, India**
Bachelor of Architecture *May 2012*
- C.B.E.C National Scholarship, Ministry of Finance, Government of India

EXPERIENCE

- DEUTSCHE GESELLSCHAFT FÜR INTERNATIONALE ZUSAMMENARBEIT (GIZ)** **Bhubaneswar, India**
September 2016 – July 2021
- Advisor, Sustainable Urban Development Smart Cities (SUDSC), March 2018 – July 2021*
- Junior Technical Expert, Inclusive Cities Partnership Program (ICPP), September 2016 – February 2018*
- Developed investment plan of \$60K and provided leadership for implementation Zero-Waste management during Hockey World Cup 2018, resulting in 95% reduction in unscientific solid-waste disposal.
 - Devised a \$70K investment plan under bilateral support program and strategized implementation plan for web-based GIS tools to strengthen participatory planning process under India's largest slum redevelopment program.
 - Engineered the \$100K investment plan under bilateral aid program to support Sambalpur city create a comprehensive waste management plan, fostering relationship with local government of Sambalpur.
 - Spearheaded a group of five experts to construct a strategy report and policy advisory to city government. In first phase of implementation, city government achieved 10% increase in operational efficiency.
 - Instituted PMAY, the national housing mission of India, implementation processes in Puri, 7th largest city of Odisha, and organized outreach activities, leading to 300% rise in applicants.
 - Led a 10-member project management team and managed \$2M fund disbursement, making Puri city a pioneer in implementation of national mission in Odisha.
- IL&FS INFRASTRUCTURE DEVELOPMENT CORPORATION (IIDC)** **New Delhi, India**
Consultant *May 2015 – August 2016*
- Led public participation strategy for Mangalore smart city, accelerating a 10X public outreach growth.
 - Coordinated Mangalore Smart city plan and partnered with city council to prepare a smart city investment plan of \$300M, forming Mangalore 49th city among top 100 smart cities in India.
 - Pioneered bid assessment frameworks and standard operating procedure and optimized timelines for bid process management by two-third of what was needed earlier, from 21 days to 7 days.

- CHRISTOPHER CHARLES BENNINGER ARCHITECTS (CCBA)** **Pune, India**
Architect *June 2012 – March 2013*
- Streamlined working drawings and collaborated with liaison architect to streamline government approval processes, reducing government approval timeline for projects by 30%.
 - Advised clients on construction management and development of \$35M projects spanning over 35 Acres.

DISTINCTIONS

- Achievement:** Accessibility to Health Infrastructure in Hill Settlements (NCSBE 2015), Don't Transfer Transform Waste (ICSEEGT 2021)
- Leadership:** Student President NITH (2010), Member Prevention of Sexual harassment, GIZ (2019 – 2021)
- Global Mindset:** Odiya (Native), Hindi (Proficient), English (Proficient), German (Beginner), and French (Beginner)
- Community:** Volunteer, Art of Living foundation (2007 – Present)
- Involvement:** Hiking (Climbed Stok Kangri 6000m peak, 2015), Cycling, Sky Diving, and Yoga & Meditation

NANCY WU

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master of Business Administration

Washington, DC
June 2023

- Georgetown Technology Club, Consulting Club, Real Estate Society Club

HOHAI UNIVERSITY

Jiangsu, China

Bachelor of Engineering, Digital Media Art

June 2012

- Merit Scholarship, Arts & Sports Scholarship, Outstanding Student Award, 1st Place, Freshmen Talent Competition
 - 2nd Prize, Environmental Poster Contest; 2nd Prize, Lilt Ads Marketing Contest
 - Co-Founder of students' travel agency startup, VP of Student Committee, Chairman of Art Department
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EXPERIENCE

CHIWAY INVESTMENT

Shanghai, China

Group Brand & Planning Director

May 2020 – May 2021

- **Customer Management:** Boosted old customers' purchase rate by 25% through improving service standards and their 5-senses (visual/sound/taste/touch/smell) purchase experience in consumer journey map.
- **Project & Product Management:** Executed development logic and framework of a new marketing budget software system while working with a 3rd party software developer to ensure the system's operations matches management's objective; implemented this system and contributed to a marketing cost reduction of 23% (\$10.5 B).
- **Vendor Management & Process Improvement:** Contributed the whole company's marketing cost per consumer by 20-40% through quantifying contract bidding KPIs and negotiating with supplies and media.

ZHONGNAN JINSHI REAL ESTATE CO., LTD (TOP 16)

Shanghai, China

Group Brand & Planning Director

March 2019 – May 2020

- **Leadership and Business Expansion:** Led a 20-person team to start a new sub-brand real estate company growing from 4 to 26 projects resulting in a threefold sales increase from \$0.65 B to \$1.55 B within a year.
- **Cross-Functional Team Collaboration:** Expanded marketing team from 2 to 60 people in six months; collaborated with HR departments and with the 3rd party recruiting professionals to oversee interviews, assess candidates, division of labor, training; formed ~10 subsidiaries in 15 cities.
- **Product and Brand Management:** Established, developed, and implemented brand IP; created a Self-Media and purchase platform during Covid; increased the number of users' brand identified recognition by 33%.
- **Marketing Strategy:** Developed strategies of compiling marketing execution standardization including a price/ads strategy, media plan, PR, exhibition design thereby contributing to a faster expansion with fewer risks.

SUNAC CHINA HOLDINGS LIMITED (TOP 4)

Shanghai, China

City Brand & Planning Manager

February 2016 – March 2019

- **Operational Excellence:** Conducted the most successful annual real estate launch costing only \$0.11B within a limited 1-month period; praised by 20+ media outlets with the live stream reaching 10 million viewers.
- **Innovative Strategy:** Launched strategy that targeted high-end customers by creating club and dinner promotions; enhanced sales by 35% and decreased agents' collaborative expenses by 30%.
- **Organizational Management:** Organized a series of launches and media coverage building Sunac's reputation as an upscale real estate brand. Luxury product line called "One Sino Park" was reported in New York and England.

WORLDUNION PROPERTIES CONSULTING INCORPORATED

Shanghai, China

Senior Consultant

September 2012 – February 2016

- **Problem Solving:** Customized land acquisition & marketing strategies and generated actionable insights in whole process for real estate developers; helped 15+ developers win strategic land acquisitions and realized 20+ developers' sales and price higher than competitors and leveraged 10+ developers' headquarters in East China.
 - **Data Analytics:** Monitored and analyzed data and presented effective suggestions to optimize products design, budget costs, media channels and customers management, eliminating sales block.
 - **Program & Projects Management:** Led a 4-person team to provide professional consulting services and developed relationships with developers and won "Best Service Team" and "Ever Trust-worthy Cooperators"
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DISTINCTIONS

Achievement: Top Selling Team, Shanghai Yearly High-end Mansions Sales; business trips to 40+ Chinese cities

Leadership: Founder of Shanghai Luxury Real Estate Peer Group Alliance, Owner of a Nail Salon Startup

Global Mindset: Mandarin (*native*), English (*fluent*), Spanish (*basic*), Visited 6 countries and 20+ cities

Luis Yanes

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Professional Experience

KBis Asset Management LLC

2020-Present

Real Estate Financial Analyst – Investment Fund

- Managed marketing material and investment deck preparation prior to the launch of Investment Fund and equity raise process for a target fund size of \$40MM.
- Coordinated the structuring of the Fund and its affiliate entities with Legal Counsel.
- Directed and maintained investor relations during the equity raise process and duration of the fund.
- Managed the creation and implementation of an equity raise tracker that allowed the team to classify key information regarding interactions with hundreds of potential investors.

Atlantic Pacific Community Builders

2019-2020

Assistant Project Manager

- Directed the construction workflow process including estimating, contracting, buyout, construction administration, financial management and closeout of a \$25MM project, including direct supervision of a construction associate.
- Met quality commitment while maintaining costs below the \$25MM budget.
- Managed project finances and set up pre-construction coordination including contract review, value engineering, creation of subcontractor scopes and budgeting for 3 projects ranging from \$20MM to \$40MM and over 50 subcontractors.

Plaza Construction

2017-2019

Assistant Project Manager

2018-2019

- Oversaw the timely completion of interior buildout of ultra-luxury \$250MM high-rise residential project (1000 Museum) designed by well-known architect Zaha Hadid while supervising work of 15 subcontractors and 8 employees.
- Reviewed engineering plans to monitor and ensure compliance with project specifications and code requirements.
- Inspected work in place to ensure quality control and monitored progress to keep project on schedule.

Post-Construction Coordinator

2017-2018

- Supervised operations of the 8-person team at Warranty Service Dept, responsible for 1300+ finished apartments.
- Strategized initiative to implement a more efficient and streamlined warranty service process that saved time and resources for the company and clients.
- Generated strategic data reports on the warranty service department efforts to resolve construction issues that resulted in proactively anticipating such problems and saved the post-construction department time and money.

Education

Georgetown University

Washington, D.C.

Master of Business Administration – Concentration in Real Estate

2021-Ongoing

- Graduate Real Estate Society. Latin American Business Association.

Northeastern University

Boston, MA

Bachelor of Science in Civil Engineering & Business Administration Minor

2012-2017

- Dean's List 2013, 2014. Northeastern University American Society of Civil Engineers.

Activities (*Community Service*)

ALSI Foundation

2018-Present

Ambassador

- Organized fund-raising events and golf tournaments to support vulnerable children and youth in Venezuela by financing their education, nutrition, and health. The foundation has raised over \$300,000 since its creation.

Relevant Certificates and Courses

- Commercial Real Estate Analysis and Investment Certificate (Provided by MIT's School of Architecture and Planning – 2020). Wall Street Prep Real Estate Financial Modelling Certificate. OSHA 30 Construction Safety Certificate.

Additional Information

- **Competencies:** Commercial Real Estate Modelling, Procore, CMIC, Bluebeam.
- **Languages:** English (fluent), Spanish (native).
- **Interests:** Golf, Soccer, Tennis, History, Science-Fiction Books, Cinema.