

GEORGETOWN UNIVERSITY

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

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MATT FAGELLA

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EDUCATION

Georgetown University, McDonough School of Business
Master of Business Administration

Washington, DC
May 2024

- GPA: 3.71 / 4.00
- Merit Scholar
- Georgetown Real Estate Society (Vice President); Georgetown Golf Club (President)

Bucknell University

Lewisburg, PA

Bachelor of Science in Business Administration; Accounting and Financial Management

May 2017

- Founding Member of the Bucknell Real Estate Club
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EXPERIENCE

TRUAMERICA MULTIFAMILY

Arlington, VA

October 2022 – Present

MBA Fall Intern – Acquisitions Team

- Involved in all phases of the deal cycle including extensive financial modeling in Excel, due diligence, preparation of offering memoranda, arranging debt and LP equity, term sheet negotiation, and the closing process.
- Underwrote and conducted due diligence for the acquisition of a \$400MM multifamily portfolio in Florida (currently under contract).

JLL CAPITAL MARKETS

New York, NY

September 2017 – July 2022

Vice President, January 2022 – July 2022

- Managed all workflow for the NYC Debt Capital Markets division; tracked staffing, controlled work capacity, and assigned deal teams for a division with 48 employees that produced over \$20B of annual deal volume and \$50MM in fee revenue generated for the firm.
- Successfully pitched and raised a \$156MM debt package to fund the construction of 131 East 47th Street, a residential tower located in Midtown Manhattan. Modeled multiple complex scenarios to determine the required cost of capital needed to satisfy LP investor requirements.

Associate, June 2020 – January 2022

- Led a \$225MM capital raise for Century21, a distressed department store facing Chapter 11 bankruptcy. The financing proceeds repaid loans while decreasing the cost of funds across the client's portfolio by over 100 basis points.
- Created a formal training program for all Analysts that included Excel modelling practice, client relationship building skills, and time management education. Decreased the standard onboarding period by approximately 6 weeks, representing a 50% + increase in efficiency.

Analyst, September 2017 – June 2020

- Raised a \$53MM equity investment to facilitate the acquisition of the Vancouver Innovation Center, a 680k SF industrial campus that now serves as a key development site for Meta's VR research activities. Met with the client to analyze a variety of different situations to discuss best-case and downside scenarios.
 - Built a dynamic Excel model that was utilized as a template for all other Analysts in my division. The model reduced Analyst workload by up to 10 hours per week, creating a more efficient and streamlined process while ensuring accuracy through multiple checkpoints.
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DISTINCTIONS

Achievement: Named a Top Young Real Estate Professional by *Commercial Observer*

Service: MBA Volunteers, NYU Langone's FACES (Finding a Cure for Epilepsy and Seizures)

Interests: Movies, basketball, reading, travel, running

DANIEL MACDONALD

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2024

- Activities: President of Georgetown Real Estate Society, McDonough Military Association.
- Artemis Real Estate Partners: Real Estate Financial Modeling Seminar.
- Relevant Coursework: Finance, Accounting, Real Estate Private Equity, Development, Multifamily and Commercial Underwriting.

SAINT LOUIS UNIVERSITY

St. Louis, MO

Bachelor of Arts: Political Science, History

May 2012

EXPERIENCE

JUBILEE HOUSING, INC

Washington, DC

Pre-MBA Intern - Real Estate Development

May 2022 – July 2022

- **Market Analysis:** Performed market analysis to understand demographics, income levels, competitor housing, and other criteria such as walkability and retail access.
- **Government Approvals:** Created DC Housing and Community Development permits for 4 of Jubilee's multifamily buildings to temporarily relocate tenants for large-scale renovations.
- **Client Relationship Management:** Proactively conducted community outreach and tenant interviews for 3 Jubilee properties to anticipate building maintenance issues and forecast tenant turnover.
- **Stakeholder Engagement:** Managed regular ongoing meetings with key stakeholders of 4 Jubilee redevelopment projects to ensure the projects stayed on schedule.

UNITED STATES ARMY, EXPLOSIVE ORDNANCE DISPOSAL

Fort Bragg, NC

Operations Planner

June 2019 – July 2022

- **Operations Effectiveness:** Formally recognized as the #1 Captain (of 19) by battalion commander for orchestrating a training program for 310 Special Forces Soldiers on critical counter-explosive skills and achieving a 100% safety rate across 27 training exercises focused on operational readiness for upcoming combat deployments.
- **Contract Negotiation:** Managed relationships and negotiated contracts with vendors and third-party consultants to provide expertise and advanced training techniques.

Company Commander

October 2017 - June 2019

- **Organizational Leadership:** Oversaw 35 soldiers in 114 high-risk emergency responses in support of the FBI, ATF, and local police departments with a 100% success rate in protection of personnel and property; displayed organizational agility by accomplishing an exceptionally high number of missions while significantly understaffed.
- **Strategic Partnerships:** Created partnerships with local law enforcement, FBI, and ATF on 2 large exercises training 60 military and public safety bomb technicians, resulting in the interoperability of 7 organizations and increasing safety in high-risk incidents.
- **Budget Management:** Oversaw all financial aspects of the team, including financial forecasting, ensuring efficient spending, cost cutting where needed, and identifying opportunities for financial resource optimization.

Officer in Charge

October 2016 - October 2017

- **Due Diligence:** Led forensics team in Afghanistan. Processed 20,016 pieces of evidence, identifying 3,239 profiles of value to support intelligence and the local judicial system; increased processing rate by 50%.
- **Data & Trend Analysis:** Gathered large sets of data regarding enemy materials and performed deep dive analysis to identify trends and determine proactive strategies that would lead to success in combat.

Platoon Leader

July 2012 - August 2016

- **Team Leadership:** Directed 15 soldiers on 167 combat missions to identify and disarm explosive devices in multiple provinces of Afghanistan; safely led platoon to dispose of 10,264 pounds of hazardous explosives.
- **Cultural Competency:** Developed cross-cultural relationships by organizing 65 counter-explosive courses with the Czech Republic, United Kingdom, Republic of Georgia, and Poland; 712 international partners coached as a result.

DISTINCTIONS

Achievement	Bronze Star Medal for Merit, Meritorious Service Medal, Top Secret Clearance.
Global Mindset	Experiences in 9 countries; worked directly with 8 NATO members overseas.
Community Involvement	Habitat for Humanity volunteer. Golf, Outdoor Activities, Travel, History, and Fitness.

BIANCA MALHOTRA

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration, *Real Estate, Sustainable Business Certificates*

May 2024

- **Recognitions:** The Consortium for Graduate Study in Management Fellow; Forte Fellow
- **Activities:** VP Alumni Affairs- Georgetown Real Estate Society; UT Austin, UNC Real Estate Case Competitions
- **Courses:** Finance, Accounting, Real Estate Private Equity and Debt, Commercial and Multifamily Clinics (Spring 2023)

HUNTER COLLEGE, Macaulay Honors College

New York, NY

Bachelor of Arts, Economics | Minor: Public Policy

June 2015

EXPERIENCE

ACCENTURE

Washington, DC

Global Consulting Firm

March 2017 - August 2022

Strategy Consultant, November 2020 - August 2022

- **Project Management:** Led a team of 7 to develop project roadmaps to migrate business processes from 60+ legacy systems onto a single platform; contributed to overall savings of \$21M
- **Client Relationship Building:** Managed 5 executive client relationships across multiple customer groups to ensure smooth transition between process modernization and application development teams
- **Data Gathering & Analysis:** Worked cross-functionally across 4 teams to gather and analyze data requirements using Excel to define future state processes; performed ongoing analysis of new processes by working with downstream teams to track and implement 6 releases of the new product
- **Initiative & Drive:** Assumed responsibilities of 2 colleagues on leave and transitioned from a support to lead role in 6 months; project outcomes resulted in 30%-time savings with implementation of the new system
- **Business Planning:** Spearheaded the planning for critical business functions and projects, including defining the future state vision, scope of work, timelines, and deliverables milestones
- **Forecasting:** Led the process of forecasting demand for various projects and resources using Excel to determine capacity for new work, skill matching, project budget and burn rate; forecasting informed strategic decisions

Senior Strategy Analyst, April 2017 - October 2020

- **Research & Analysis:** Performed research and analysis for global security group, including benchmarking success metrics and best practices for improving screening and due diligence processes for clients
- **Innovation:** Increased communication by 85% between 1200-person global workforce through creation of a digital portal, resulting in 30%-time savings for role assignments

Employee Engagement, May 2018 - May 2022

- **Team Leadership:** Increased firm employee engagement by 30% through serving as Asian Pacific American Employee Resource Group Engagement Lead for 2 years at national affinity conferences and orientations
- **DEI:** Boosted employee engagement by 40% through co-facilitating diversity and inclusion workshops

THE FULBRIGHT PROGRAM

Sivas, Turkey

Fulbright Scholar and English Teacher

September 2015 - December 2016

- **Program Development:** Independently planned and taught language curriculum to 150 first-year college students
- **Stakeholder Engagement:** Facilitated 15 students and faculty in cross-cultural discussions and performance through founding the university's first theater and improvisation club

DISTINCTIONS

Certificates/Skills

Wall Street Prep Financial Modeling, Lean Six Sigma Green Belt, Microsoft Office/Excel

Interests

Project Destined mentor, Urban Land Institute member, Founding member of the One Journey Festival in Washington; Boulderling, Acro/hot yoga

ANTHONY MANZELLA

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business
Master of Business Administration

Washington, DC
June 2024

- McDonough Military Association, Georgetown Real Estate Society, Georgetown Wine Club

UNIVERSITY AT BUFFALO, School of Management
Bachelor of Science in Finance

Buffalo, NY
June 2012

- Ice Hockey
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EXPERIENCE

CAMBRIDGE FINANCIAL GROUP

Boston, MA

Senior Associate, Commercial Real Estate
Associate
Analyst

September 2019—July 2022
October 2018—September 2019
March 2013—July 2015

- **Underwriting:** Increased portfolio by 20% through the implementation of customized debt facilities to meet the capital needs of clients; analyzed comparable to ensure accurate valuations; led a team of four to minimize losses from nonperforming debt caused by COVID-19 hardships; negotiated with clients to restructure terms of debt
- **Due Diligence:** Developed pro forma by analyzing financial statements, trial balance, chart of accounts to determine risk; reviewed LOIs as a means to gain confidence in deals; reviewed due diligence to assess logic and financial feasibility; also reviewed associated legal documents
- **Financial Modeling & Budgeting:** Responsible for the review, ongoing oversight, and sensitivity analysis of \$330M of project financing from initiation to completion; ensured appropriateness of budgets, schedules, projections, market analysis, feasibility studies, and entitlements
- **Market Entry Analysis & Strategy:** Selected to a special projects team that developed market analysis, valuation, and forecasting in support of the creation of a newly formed subsidiary and nationally branded digital bank, Ivy Bank; generated \$170M in deposits in the first six months and increased overall lending capacity by 12%
- **Product Implementation:** Increased portfolio income by 10% by initiating interest rate swap products to hedge client's interest rate risk
- **Client Engagement:** Facilitated meetings with loan officers, relationship managers and clients to determine financing solutions for projects; prepared agendas and took meeting minutes

UNITED STATES ARMY

Various Locations

Team Chief, Army Reserves

October 2018—August 2022

Officer Candidate/Section Leader

July 2015—July 2018

- **Area Assessment:** Conducted an infrastructure analysis and feasibility study on Djibouti to assess for prospective critical infrastructure development projects
- **Project Management:** Orchestrated, planned, resourced, and executed deployment of a company-sized element (120 soldiers) to the Horn of Africa; oversaw project scope, timelines, milestones and deliverables. Supervised various federally funded infrastructure repair and development projects in the Horn of Africa
- **Achievement:** 2nd highest-rated soldier in 443D Civil Affairs Battalion out of 220 on the 'Order of Merit List' based on academics, physical fitness, and leadership assessments

M&T BANK

Buffalo, NY

Asset Management Analyst

January 2012–March 2013

- **Financial Model Analysis:** Modeled monthly mortgage delinquency and cash flows as a function of the risk-free rate to inform portfolio performance
 - **Executive Presentations:** Developed a formal business review deck to present the interpretation of results to M&T senior management for strategic decision-making.
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ADDITIONAL

Training: A.CRE Real Estate Financial Modeling Accelerator Course; CoStar research tools
Wharton Online Certificate in Business and Financial Modeling

Involvement: Melanoma Research Foundation and Wounded Warrior Project; Golfing, Surfing, Swimming

GABRIELA MAYER

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2024

- The Consortium for Graduate Study in Management Member
- Forte Fellowship, Prospanica Fellowship, Steers Center for Global Real Estate Scholarship

UNIVERSITY OF FLORIDA, College of Engineering

Gainesville, FL

Bachelor of Science in Civil Engineering

December 2017

- Cum Laude (GPA:3.84)
- Study Abroad: Technion Institute of Technology Spring 2016

EXPERIENCE

Stanley Black & Decker (SBD)

Remote

Product Manager-Radical Digital Innovation Team

September 2021 – July 2022

- Designed and implemented new features for an asset tracking software by engaging with customers to understand pain points, collaborating with developers and designers to execute solutions, and practicing agile methodology
- Collaborated with cross-functional teams of stakeholders to align on business needs and prioritize product development and commercialization plan
- Established a globalization plan by analyzing market trends, competitors, and company resources
- Led partnership with a third-party software company to integrate their platform with SBD's software, saving developers more than 6 months of work

Technical Sales Field Engineer

Houston, TX

August 2019 – September 2021

- Managed a \$7M territory of 5 states and increased revenue by 12% YoY by fostering and creating relationships with 200+ key structural engineering firms and promoting the design of DEWALT fasteners in their construction drawings
- Organized training seminars and gave technical presentations 4+ times a month to professional engineers
- Coordinated with business stakeholders with varying focuses (business executives, engineers, foremen, etc.) as a consultant for DEWALT, addressing technical anchor concerns and assisting with software implementation
- Stretch Assignment: Asst. Product Manager for Stanley X (the innovation business unit of SBD) adding innovative features to their new collaborative scheduling and field management software, OneConstruct

GRANITE CONSTRUCTION

New York City, NY

Field Engineer

July 2018 – August 2019

- Oversaw the steel erection operation of the \$350M Kosciuszko Bridge (largest cable-stay bridge in NYC)
- Utilized AutoCAD to design work plans specifying operations procedures, construction sequence drawings, critical lift plans, and safety precautions, resulting in zero safety incidents during my supervision
- Ensured project stayed on schedule and under budget by efficiently managing 60+ union workers, and guaranteeing sufficient materials availability

TOHL

Santiago, Chile

Civil Engineer

February 2018 – June 2018

- Designed effective low-cost potable water systems using AutoCAD and GIS to analyze region topography which maximized water access to be implemented in remote regions of Chile, aiding the Mapuche indigenous tribe
- Synchronized with Chilean government to restore community water rights, allowing for system implementation

DISTINCTIONS

- Leadership:** Elected Cohort Representative for Student Government Association, SBD Intern Networking lead
- Global Mindset:** English (Fluent), Spanish (Native)
- Community:** Georgetown Net Impact Member, Finance Club, MBA Volunteers, Graduate Women in Business (GWIB), Georgetown Real Estate Society, Georgetown Energy and Cleantech Club, Humor Club
- Achievement:** Engineer in Training (EIT) Certification Florida 2017, OSHA 40 Certified, Manlift Operator Certified
- Involvement:** Enjoy experiencing new cultures, playing tennis, hiking, and practicing a sustainable living

GABRIEL SANCHEZ

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration – STEM Designation, Management Science Major

May 2024

- President of the Fintech Club and VP of alumni relations of Georgetown Real Estate Society
- Relevant courses: Real Estate (RE) multifamily and commercial clinic, RE private equity, RE private debt

UNIVERSIDAD DE LOS ANDES, Economics Faculty

Bogota, Colombia

Master of Science in Economics

March 2016

Bachelor of Science in Economics

October 2013

EXPERIENCE

COLOMBIANA DE ESCENARIOS, a Multipurpose Venue Developer

Bogota, Colombia

Deputy Financial Officer

February 2019 – July 2022

- Sourced and closed a 30-year long-term lease contract to develop a \$50M multipurpose venue in a state-owned area in the city of Medellin. Structured the financial component of the contract and led the legal negotiation team
- Designed and executed a business strategy, leading portfolio asset Movistar Arena Bogota (“MAB”) to represent 25% of the 2019 gross entertainment ticket sales in Colombia, becoming the most important venue in the country
- Headed negotiations with banks to formulate a \$15M unsecured credit facility optimizing the capital structure of the MAB and increasing shareholder’s profitability by an additional 2.0% through a \$2M cash out
- Managed alliance with Colombia’s leading health insurer to transform the MAB into the largest vaccination site in Colombia, generating \$1.2M of additional EBITDA and vaccinating 10% of Bogota’s target population
- Negotiated a debt reprofiling for MAB, due to the Covid-19 pandemic, which included capital and interest grace periods without shareholders’ capital calls, allowing the company to endure the industry’s halt
- Analyzed and quantified the financial impact of the pandemic on MAB’s Public-Private-Partnership (PPP) concession and worked with external legal advisors to obtain a five-year extension of the concession contract

HBI BANCA DE INVERSION, an Independent Investment Bank

Bogota, Colombia

Investment Banking Associate

January 2015 – February 2019

- Structured the acquisition financing and performed due diligence of a \$300M state-owned co-generation (44 MW) bioethanol plant for one of the largest sugar producers in Colombia; evaluated the strategic fit of the acquisition
- Planned 6 divesting strategies for a family-owned agricultural conglomerate of 25 vertically integrated companies. Performed valuation and successful identification of synergies, generating \$1M in additional fees
- Advised a minority shareholder group on the divestiture of a 25% interest in a death care industry company valued at \$100M. Identified a strategic buyer that aligned with the controlling shareholder’s expansion strategy
- Worked with the management of the largest food chain in Colombia to negotiate an out-of-court restructuring of a \$30M syndicated loan enabling the company to normalize operations under a financial distress situation
- Derived the transaction to structure and fund an \$8M bridge loan to construct the MAB; led a competitive process between banks to obtain the most favorable terms and proposed relevant modifications to the PPP contract

NEUBERGER BERMAN, Asset Management Firm

New York, NY

Private Equity Investment Trainee

September 2017 – December 2017

- Executed due diligence and analysis on private equity investment opportunities (primary funds, secondaries, and co-direct investments) by reviewing the fund’s track record, investment rationale, and legal terms
- Participated in the investment analysis of a \$160M commitment for a Warburg Pincus fund focused on regulated and non-regulated financial services companies

DISTINCTIONS

Community: *The Dona-Show* Founder, fundraised 3 tons of clothes during the pandemic, benefiting 4,000 people

Global Mindset: Spanish (Native), English (Fluent)

Leadership: *EnD(e)uda* Co-founder, a magazine led by students of Universidad De Los Andes Economics Faculty

Involvement: Golf, swimming, piano, concerts, and events planning