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Georgia
School
Challenge

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	Emory University
	Georgia Institute of Technology
	Georgia State University
	University of Georgia

Learn More About NAIOP School Challenge



2026 NAIOP GEORGIA

School Challenge Committee

NAIOP GEORGIA
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2026 NAIOP GEORGIA

Faculty Advisors

EMORY UNIVERSITY

Sergio Garate

Director of Real Estate
Goizueta Business School
1300 Clifton Road
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GEORGIA INSTITUTE OF TECHNOLOGY

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UNIVERSITY OF GEORGIA

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2026 NAIOP GEORGIA

Coaches

EMORY UNIVERSITY

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GEORGIA STATE UNIVERSITY

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UNIVERSITY OF GEORGIA

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NAIOP School Challenge

Case Statement

The success of City Springs Phase I transformed Sandy Springs from a suburban crossroads into a legitimate municipal core. With its performing arts center and community gathering space, the City created a central “living room” that hosts hundreds of annual events and anchors a burgeoning downtown district. For the City, this development is the cornerstone of its identity, but the vision is not yet complete. Across the street lies an approximately four acre land assembly known as Phase II (See Exhibit 1)—the critical next step in establishing Sandy Springs as a premier, walkable urban center.

Emily Chen is ten months into her role at Peachtree Urban Advisors, where she has quickly built a reputation as a high performer who is as comfortable in a community planning meeting as she is in a complex Excel waterfall. A proud graduate of Emory University, Emily still carries the momentum from her team’s victory in the 2025 NAIOP School Challenge. She is eager to prove that her academic success wasn’t just theory, but a blueprint for delivering real-world results in high-stakes environments.

When the City of Sandy Springs asked Peachtree Urban Advisors to conduct a feasibility study of the Phase II development plan, Emily stepped forward to lead the analysis. The City’s vision is bold and civically inspired, aiming to complete the district with a specific mix of uses. The original program, which Emily must now evaluate, includes:

- Boutique Hotel: 100+ keys
- Class-A Office: ~75,000 SF
- Curated Retail & Restaurants: ~25,000 SF
- Luxury Condominiums: 150 units
- Shared Parking: ~750 spaces

As Emily dives into the current market data, she quickly recognizes the complexity of the challenge. While the placemaking vision is compelling, real estate capital markets have grown increasingly selective. Securing financing for a program of this scale and density has become exceptionally difficult.

Emily views this not as a conflict, but as a professional puzzle. She knows that for a project of this magnitude to break ground, it must be “financeable” without losing the soul of the City’s aspirations. Her task is to refine the program—balancing the mix of uses to ensure it will attract an institutional capital partner while also ensuring the City Council sees a project that honors the high standard established by Phase I.

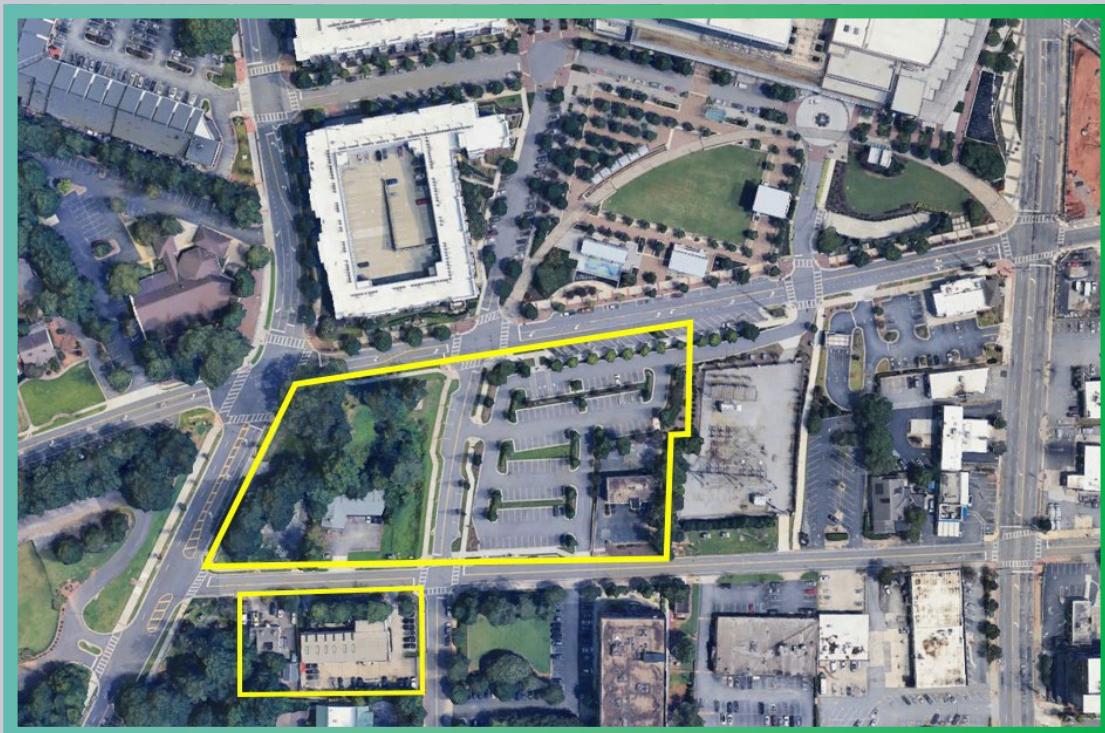
This is Emily’s moment to shine: drafting a market-driven plan that honors the City’s vision while also generating the returns necessary to turn the Phase II vision into reality.

Student Deliverables

Students will step into Emily Chen's role to produce a Strategic Advisory Report for the City of Sandy Springs. The report must include:

1. **Feasibility Recommendation:** Evaluate the original program (Hotel, Office, Retail, and Condos) and provide a formal recommendation on whether this specific mix is feasible under current market conditions. Identify the primary financing hurdles that may prevent institutional equity from engaging.
2. **Modified Program Proposal:** Recommend a refined mix of uses that honors the City's vision while ensuring the project can attract financing. Provide a specific breakdown of square footage and unit counts that balances market realities with the City's goal of completing the downtown district.
3. **Development Proforma:** Provide a financial model supporting your proposal, detailing revenue assumptions (rents/sales) and estimated hard and soft construction costs.
4. **Comparative Benchmarking:** Analyze recent successful projects in comparable municipalities. Evaluate how other deals in similar markets balanced vision with market realities to deliver a vibrant, walkable downtown core.
5. **Component Analysis:** If your recommended program and proforma do not include any of the originally required components, provide a detailed analysis of the specific conditions necessary to make those uses viable.

Exhibit 1: Subject Parcels



Presentation Day Agenda

- 7:30 a.m. Breakfast & Case Familiarization
- 8:00 a.m. Introduction - Sandy Springs Mayor Rusty Paul
- 8:10 a.m. Team # 1 Presentation
- 8:20 a.m. Team # 1 Questions & Answers from Judges
- 8:30 a.m. Team # 2 Presentation
- 8:40 a.m. Team # 2 Questions & Answers from Judges
- 8:50 a.m. Team # 3 Presentation
- 9:00 a.m. Team # 3 Questions & Answers from Judges
- 9:10 a.m. Team # 4 Presentation
- 9:20 a.m. Team # 4 Questions & Answers from Judges
- 9:30 a.m. Break - Judges Deliberate
- 9:30 a.m. NAIOP Business
- 9:35 a.m. Panel Presentation
- 10:15 a.m. Questions & Answers for all schools
from Audience
- 10:25 a.m. Decision from Judges & Check Presentation
- 10:30 a.m. Adjourn



EMORY

GOIZUETA
BUSINESS
SCHOOL

David J. Velasquez

Atlanta, GA | david.velasquez@emory.edu | 678-457-2596

Education

Emory University, Atlanta, GA
Master of Business Administration (MBA)

August 2023 - May 2026

Vanderbilt University, Nashville, TN
Bachelor of Science, Economics and Human & Organizational Development (HOD)

August 2016 - May 2020

Experience

Fiserv, Alpharetta, GA

January 2021 - Present

Card Services, Debit Processing Senior Financial Analyst

- Perform month-end close processes, long-range planning, forecasting, and process improvement for our Debit Processing platform of \$470M in annual revenue and 3,500 clients. Involve key stakeholders in reporting and ad-hoc tasks.
- Led cost savings and revenue driving projects by leveraging different teams within the company and rolling-up ROI analysis.

Card Services, Managed Services Financial Analyst II

- Supported our Cash & Logistics team with revenue forecasting and expense reporting for hardware and software products.
- Utilized software such PowerBI and Analysis for Office/BW to create reporting that explained variances to plan and latest forecasts. Responsible for explaining variances to plan and work with accounting and billing teams to realign actuals through accruals, reclasses and prepaid journal entries to maintain budget schedules.

Corporate FP&A Financial Analyst I

- Managed department expenses for Corporate Social Responsibility and Revenue Growth Office corporate functions. Worked with key stakeholders to set up budget, forecasts, and new year plan rollups. Performed monthly and quarterly variance analysis and created deliverables for upper management with explanation to variances.
- Set up and maintained financial system hierarchy alignments within BPC and Essbase. Managed new corp. functions with legwork towards creating cost centers, moving people in workday and moving budgets around to facilitate accurate reporting.
- Assisted with ad hoc assignments such as reviewing several reports and creating new reports for the FP&A team. Was in charge of updating an implementation report, forecasting expected revenue for implementation projects over \$250k in revenue and distributing to over 170 employees. Also updated weekend slide deck with several reports for C-suite review and had to collaborate with several teams to obtain information. I was responsible for any questions on these two deliverables.

Tennessee Department of Treasury, Nashville, TN

June - August 2019

Financial Empowerment Intern

- Researched escheatment statutes from each state where ABLE TN (Tennessee Achieving a Better Life Experience) participants reside and created a 50+ page guide on unclaimed property law and reporting guidelines for each state.
- Performed data analytics on our TNStars College Savings 529 Program that holds 17k accounts and 160 million dollars in assets. Utilized latest quarterly reports to create client groupings and observe account trends to assist marketing/upselling.
- Assisted the BEST (Baccalaureate Education System Trust) Prepaid Plan team with the recertification process for eligible participants. Reviewed recertification documents, updated our system and performed mail merges for eligible participants.

Calvert Street Group, Nashville, TN

January - May 2019 and 2020

Corporate Campaign Intern

- Created a comprehensive schedule for Chargers' VIP fan events for 50+ people, draft brought 600k. Schedule included internal events, NFL events and external Nashville events. During the draft was a point of contact for the VIP fans.
- Conducted 200+ phone calls to businesses in Spotsylvania County, VA to gain support and encourage activism for sPower Sustainable Power Group to be able to develop 6,350 acres of land into a 500-Megawatt solar project. The project passed voting and will become the 10th largest solar farm in the world with blue chip companies pledging to buy renewable energy.
- Researched and developed reports on Nashville metro council candidates for my campaign manager that then recommended certain candidates to be backed by the Nashville Business Coalition. Reports included bios, policies, controversy, etc.

Projects

Fiserv – Created a new forecasting methodology for our Debit team by leveraging PowerBI to connect multiple sources of data and get down to client level detail for transactions and revenue. Also involved in a couple internal product valuation projects by working with the Corporate Development team and creating financial reporting for our DCF models.

Calvert Street Group - Performed ethnographic research within the company to pinpoint an area of weakness. Developed recommendations for the time/expense reporting system and presented findings to the whole company.

Skills & Interests

Computer Skills: Excel, Tableau, JMP, SAP BPC, SAP S/4HANA, Oracle Essbase, PowerBI, Analysis for Office/BW, R.

Interests: Atlanta sports team, backpacking, working out, movies, service work and improving technical skills.

Languages: Spanish (Native speaker) and French (Intermediate).

SRUTHIKA SENTHILKUMAR

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EDUCATION

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL
Master of Finance, STEM credentialed program

Atlanta, GA
December 2026

MIRANDA HOUSE COLLEGE, UNIVERSITY OF DELHI
Bachelor of Economics (Honors)
• Clubs and Leadership: Vice President, TEDxMirandaHouse

Delhi, India
June 2024

CERTIFICATIONS: CFA Program: Levels I & II | Bloomberg Market Concepts (BMC)

SELECTED PROJECTS AND COMPETITIONS

M&A VALUATION PROJECT – COSTCO ACQUISITION OF INSTACART

Atlanta, GA

- Built an integrated financial model and performed DCF, comparable analysis, and synergy valuation to assess a potential Costco acquisition of Instacart, including revenue synergies, cost savings, and accretion/dilution impact.
- Evaluated strategic fit across supply chain, private label expansion, and last-mile delivery economics, delivering a final investment recommendation.

TURNER MIINT – IMPACT INVESTING PROGRAM

Atlanta, GA

Fellow

2025 to 2026

- Selected to represent Emory's Goizueta Business School in the Turner MIINT impact investing program, conducting venture sourcing, due diligence, and early-stage valuation, culminating in participation at Wharton competing for a \$50,000 investment.

NAIOP GEORGIA SCHOOL CHALLENGE

Atlanta, GA

Selected Participant - Case Competition

2026

- Representing Emory in a competitive intercollegiate commercial real estate investment challenge, conducting development financial modeling, deal evaluation, and presenting an investment recommendation to industry professionals.

EXPERIENCE

DELOITTE

Chennai, India

Intern, Audit and Assurance

2024 to 2025

- Audited five bank operations, including deposits, assets, and retail credit for accuracy, ensuring compliance under the Reserve Bank of India with established procedures
- Identified 180+ discrepancies across 10+ areas, including non-performing assets, fraud, pre-matured deposits, smart home loans, and credit cards and suggested mitigation measures
- Co-authored **20 detailed audit reports** and monthly submissions for **HSBC Bank**, and was selected among **50+ employees** to conduct **physical branch audits**, verifying documentation, vaults, and lockers, resulting in **four critical observations** that strengthened branch controls and reduced operational risk

PREDICTRAM

Delhi, India

Financial Research Analyst Intern

Spring 2024

- Conducted in-depth fundamental analysis of 50+ stocks, tracked and recorded market data, and provided accurate forecasts on financial and economic events to ensure decision-making in investment
- Developed comprehensive reports on national economic trends, utilizing advanced predictive analysis techniques to provide financial forecasts, and received a 5-star rating for 70% of the reports submitted due to accuracy

COIMBATORE CAPITAL

Coimbatore, India

Intern

Summer 2023

- Engaged with 20+ clients to analyze risk profiles and assess individual risk-taking capacity for tailored investment strategies
- Provided investment suggestions across multiple products with 75% accuracy, enhancing client satisfaction and fostering trust

KHELNET

Delhi, India

Business Development Executive Intern

Summer 2022

- Analyzed 100+ sports academies across India using data and pivot tables to identify trends and support early-stage strategy.
- Led a 3-member team driving outreach and product insights, contributing to 30% growth and partnerships with 500+ academies.

ADDITIONAL INFORMATION

- Work Authorization: STEM credential offers up to three years of US Work Authorization eligibility
- Languages: English (Fluent), Tamil (Native), Hindi (Conversational)
- Technical Skills: Python & R (basic), Financial Modeling (DCF), FactSet, Excel (Advanced)
- Volunteer: Supported events, partnerships, and international interns at AIESEC Delhi University.

James “Trey” H. Gantt III

ganttatl@gmail.com | Atlanta, GA | 770.712.2686

EXPERIENCE

WHITE CAP SUPPLY HOLDINGS LLC (PORFOLIO COMPANY OF CLAYTON, DUBILIER & RICE)

Manager, Strategic Growth Initiatives | Atlanta, GA

03/2023 - Present

- Lead enterprise growth strategy for a national specialty construction distributor, driving both organic and acquisition-led expansion in alignment within a PE-backed buy-and-build platform; support evaluation and integration of 20+ closed acquisitions since 2023, focusing on commercial synergy realization and scalable operating infrastructure.
- Partner with executive leadership to translate 2–5 year strategic priorities into actionable operating plans, capital allocation decisions, KPI frameworks; develop monthly operating reporting and board of directors presentations across business units
- Drive organic and inorganic growth initiatives including value-added service expansion, trade vertical buildouts, and go-to-market strategies for legacy and newly acquired businesses (“NewCo” integrations), ensuring revenue acceleration and margin discipline post-close.

EMORY UNIVERSITY

Vice President & Engagement Partner, Goizueta Consulting Association (GCA)

06/2025 - Present

- Lead and scale a student-led consulting platform connecting MBA and PhD talent with private equity firms and growth-stage operators; originated and executed multiple strategy and commercial diligence engagements (incl. Eagle Merchant Partners portfolio companies), overseeing cross-functional teams delivering growth strategy, market assessment, and operational value-creation recommendations to C-suite clients.
- Expanded organization into a multi-school platform by recruiting and building an executive leadership team and spearheading integration with Georgia Tech’s newly formed consulting association, establishing governance, pipeline development, and client outreach infrastructure.

RUSSELL INVESTMENTS GROUP (PORTFOLIO COMPANY OF TA ASSOCIATES)

02/2020 - 11/2022

Associate Portfolio Manager | Seattle, WA

- Supported transition management and large-scale portfolio restructurings for institutional clients (pensions, endowments, foundations, UHNW; \$100M–\$5B+ AUM), advising on asset reallocation strategy, liquidity management, and performance measurement within multi-asset mandates.
- Project-managed end-to-end transition events, conducting rigorous quantitative and qualitative analyses of current vs. target portfolios; designed trading strategies, performed transaction cost analysis, managed market and risk exposures, and coordinated execution across clients, asset managers, traders, custodians, and internal operations teams.

Senior Associate | Seattle, WA

- Program manager for enterprise transformation initiatives within a global asset management and OCIO platform; developed business cases, financial models, and strategic recommendations to enhance operating leverage, scalability, and long-term profitability.
- Served as Category Owner for Market Data Services, managing \$30M+ in annual spend across the investment and advisory platform; led sourcing strategy, complex supplier negotiations, and pricing optimization while architecting and deploying an enterprise SaaS contract lifecycle management.
- Partnered directly with Managing Directors overseeing Equities, Fixed Income, and Multi-Asset strategies to analyze and manage \$700M+ in annual sub-advisor fees; built executive dashboards to inform manager selection, fee negotiations, capital allocation, and strategic planning decisions.

EATON CORPORATION (NYSE: ETN)

OEM Sales Engineer | Seattle, WA

02/2019 - 02/2020

- Managed technical sales and account development for OEM customers, supporting specification, pricing negotiations, and contract execution; partnered with distributors and end customers to expand share-of-wallet, improve win rates, and drive revenue growth across strategic accounts.

EATON’S LEADERSHIP DEVELOPMENT PROGRAM - OPERATIONS FOR ENGINEERS (LDP-OE)

02/2016 - 02/2019

- **Product Manager (P&L Owner) | Milwaukee, WI:** Owned full P&L for a ~\$15M ARR product portfolio; led pricing, margin expansion, demand forecasting, and roadmap prioritization while partnering with engineering, supply chain, omni-channel marketing, supplier management, and sales to drive profitable growth, working capital efficiency, and lifecycle performance.
- **Commercial Marketing Analyst | Pittsburgh, PA:** Built pricing and contribution margin models to support the power components division (\$2B ARR) and national sales teams; conducted market segmentation, competitive benchmarking, and channel analysis to inform go-to-market strategy and capital allocation decisions, enhancing commercial discipline and portfolio returns.
- **Operations / OpEx Engineer | Atlanta, GA:** Led Lean and continuous improvement initiatives within manufacturing operations, driving cost takeout, throughput gains, and KPI-based performance management.

DEWBERRY CAPITAL CORPORATION | DEVELOPMENT INTERN

07/2014 – 11/2024

JORDAN & SKALA ENGINEERS, INC. | CO-OP

01/2012 – 12/2012

EDUCATION & CERTIFICATIONS

EMORY UNIVERSITY | Atlanta, GA

08/2023 - 05/2026

- Master of Business Administration (MBA) - Goizueta Business School

GEORGIA INSTITUTE OF TECHNOLOGY | Atlanta, GA

08/2014

- Bachelor of Science in Mechanical Engineering (BSME) - Woodruff School of Mechanical Engineering
- Minor in Engineering & Management (Denning Technology and Management Program Graduate) - Scheller College of Business

FINRA SECURITIES INDUSTRY ESSENTIALS (Credential ID: 7590014)

07/2022

HARVARD BUSINESS SCHOOL - Credential of Readiness Program (CRe)

08/2017

PROJECT MANAGEMENT INSTITUTE - Certified Associate of Project Management (CAPM)

08/2016

LEADERSHIP, ACTIVITIES, SKILLS & AWARDS

SKILLS: Corporate & Business Strategy, Market & Competitive Analysis, Financial Modeling & Valuation, Private Equity & Portfolio Management, Operational & Strategic Leadership, M&A Execution & Deal Structuring, Operating Model Design, Stakeholder Management & Board-Level Communication, Performance Improvement & Value Creation, Project Management & Execution, Data-Driven Decision-Making & Analytics

COACHING: High School Boys’ Varsity Lacrosse - Lassiter High (2023 - Present) | Roosevelt High (2019 - 2022) | Aspen High (2015) | First Tee Golf (2020)

JASON LAWRENCE678-641-9650 • jason.lawrence@emory.edu • www.linkedin.com/in/jason-lawrence**EDUCATION**

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL	Atlanta, GA
M.B.A., Finance, Real Estate, and Strategy; STEM-Certified Program	May 2027
<ul style="list-style-type: none"> • Consortium Fellow, Olga & Roberto C. Goizueta Fund Scholarship (Full Tuition Scholarship) • Goizueta Real Estate Group, Entrepreneurship & VC Club, Turner MIINT Investment Officer, Black MBA Assoc. 	
MOREHOUSE COLLEGE	Atlanta, GA
B.A., Finance	May 2022
<ul style="list-style-type: none"> • Dean's List: Spring 2019-Fall 2021 • Alpha Phi Alpha Fraternity, Incorporated (Alpha Rho Chapter) - Treasurer and Financial Secretary 	

EXPERIENCE

PROLOGIS	Nashville, TN
<i>Incoming Capital Deployment MBA Intern</i>	<i>Summer 2026</i>
DUKE HILL PROPERTIES	Atlanta, GA
<i>Real Estate Development Intern (Asset Class: Multifamily)</i>	<i>2025 to Present</i>
<ul style="list-style-type: none"> • Support end-to-end execution for affordable housing developments from permitting through construction, coordinating stakeholders to keep schedules and approvals on track • Implement and maintain GC-facing project tracking workflows to improve visibility and accountability 	
KPMG	Atlanta, GA
<i>Economic Valuation Services (Real Estate) - Associate</i>	<i>2022 to 2025</i>
<ul style="list-style-type: none"> • Evaluated domestic and international markets to value commercial real estate assets for asset monitoring, reporting, and strategic decision-making; conducted market valuations of targeted real estate assets by utilizing acquisition financial models • Analyzed a portfolio of medical office properties for a REIT client by performing a cost replication analysis, which valued the portfolio at \$83MM • Wrote memos and narrative reports detailing applied methodologies, assumptions, and conclusions to inform staff and clients of project updates • Created business development and go-to-market strategy presentations for senior leadership that were utilized to target new client segments 	
<i>High School Empower Program - Mentor/Coach (Rotation)</i>	<i>Summer 2023 and 2024</i>
<ul style="list-style-type: none"> • Selected by firm leadership as one of twenty-two employees to mentor in KPMG's inaugural HS Empower Program • Mentored incoming college freshmen interns by leading workshops, facilitating discussions, and guiding daily agendas to ensure an optimized internship experience 	
WALKER & DUNLOP	New Orleans, LA
<i>Real Estate Finance Intern (Asset Class: Multifamily)</i>	<i>Summer 2021</i>
<ul style="list-style-type: none"> • Researched and analyzed data on market trends and comparable property sales to inform investment decisions, gaining experience in underwriting multifamily investments • Evaluated data for financial models to assess the financial performance of properties, and prepared detailed narratives for multifamily loan opportunities 	

ADDITIONAL INFORMATION

<i>Toigo Foundation LIFE & Real Estate Career Accelerator Program - Participant</i>	<i>2025 to Present</i>
<ul style="list-style-type: none"> • Selected to participate in a professional development program focused on finance, investment training, and institutional real estate; curriculum covers acquisitions, development, credit, AI, and capital deployment topics 	
<i>Project Destined - Real Estate Private Equity Intern</i>	<i>2025</i>
<ul style="list-style-type: none"> • Participating in a real estate private equity training program, where I will be underwriting multifamily deals in both team and individual settings, culminating in a private equity investment competition • Technical Skills: Cash Flow Modeling, RE Valuation Methods, CoStar Proficiency, Microsoft Office • Interests: Fitness/Strength Training, Vinyl Collector, Goldendoodle Father, Philadelphia Eagles Enthusiast 	

MIN-YI (FIONA) YU470-773-1642 | fiona.yu@emory.edu [linkedin.com/in/yuminyi](https://www.linkedin.com/in/yuminyi)**EDUCATION**

EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL Atlanta, GA
 Master of Finance, STEM credentialed program May 2026

- Relevant Coursework: Financial Modeling, FinTech Innovation, Quantitative Investment, Real Estate Finance

NATIONAL TAIPEI UNIVERSITY (NTPU) New Taipei City, Taiwan
 B.A. in Foreign Languages and Applied Linguistics June 2021

- Minor in Finance and Cooperative Management / GPA: 3.8/4.0

ANALYTICAL CAPABILITIES

Languages: English (TOEFL 103), Japanese (JLPT N2), Mandarin (Native)

Technical Skills: Python, R, Excel (Pivot Tables, VBA), Bloomberg Terminal, Costar

Core Competencies: Risk & Compliance (AML, KYC Checks), Consulting frameworks (STP, SWOT strategy)

SELECTED PROJECTS

NAIOP REAL ESTATE CASE COMPETITION Atlanta, GA
Sandy Springs Art Center Phase II Evaluation Jan 2026

- Leveraging data resource on Costar and Sandy Springs GIS to develop a quantitative framework for evaluating traffic accessibility premiums using CRBE's "Primary node and Traffic Baseline" methodologies
- Quantified the impact of traffic expansion projects with multi-year rent growth and ROI forecasts in Excel, incorporating project construction phasing to reflect dynamic market growth forecasts

VENTURE CAPITAL INVESTMENT COMPETITION (VCIC) Atlanta, GA
Startup Evaluation & Investment Decision Project Nov 2025

- Assessed early-stage startup valuations through rigorous due diligence, focusing on revenue pipelines and market defensibility
- Proposed entry pricing and investment amounts by benchmarking PitchBook comparable and projecting post-dilution ownership within the Cap Table

BANK OF TAIWAN: INVESTMENT PRODUCT SALES Taipei City, Taiwan
Top sales performer of USD mutual fund Nov 2024

- Ranked #1 in monthly USD product sales within the branch's Foreign Exchange (FX) Department (20-member team), providing strategic capital allocation and currency risk advice to high-net-worth clients
- Synthesized complex Bloomberg FX reports into simplified investment strategies, providing clients with a clear macro outlook on currency volatility

RULELESSSTUDIO - Textile Startups | Marketing intern Taipei City, Taiwan
Fundraising Project June 2024

- Developed a Python web scraper to analyze manufacturer textile preferences, driving a 20% increase in recurring subscriptions for the "Textile Ark" crowdfunding campaign on ZecZec
- Produced targeted short-form videos based on user profiling to promote Suvin Cotton, driving a 15% increase in project reach and brand awareness

EXPERIENCE

BANK OF TAIWAN Taipei, Taiwan
FX Operations Associate 2021 to 2025

- Verified 50–60 regulatory documents daily to ensure international AML/KYC compliance for cross-border remittances and FX deposit management
- Developed internal audit reports on collateral documentation for commercial and residential loans for the Credit Department during scheduled periodic audits

KUN PENG470-586-2964 • kun.peng@emory.edu**EDUCATION****EMORY UNIVERSITY, GOIZUETA BUSINESS SCHOOL**

M.B.A., Finance; STEM-Certified Program

Atlanta, GA

Aug 2024 to May 2026

- GMAT 760; Goizueta Business School Scholarship (Full Scholarship)

UNIVERSITY OF NOTTINGHAM, BUSINESS SCHOOL

M.S., Accounting and Finance

Nottingham, UK

Jul 2019 to Dec 2020

- Merit Award (Top 30%)

BEIJING INTERNATIONAL STUDIES UNIVERSITY, BUSINESS SCHOOL

B.A., Financial Management | Minor in English | Minor in French

Beijing, CN

Sep 2015 to Jun 2019

- GPA 3.8 (Top 5 in Major)

EXPERIENCE**LOGOSPHERE**

Remote

Strategy & M&A Consultant

Sep 2025 to Dec 2025

- Owned end-to-end buy-side valuation for a 65% expansion-critical acquisition by building risk-adjusted DCF models, uncovering 25% overdue A/R exposure and directly informing go/no-go investment decisions.
- Synthesized financial valuation results and operational constraints with cross-functional stakeholders into five board-level M&A relocation recommendations that were adopted and embedded into the firm's 2025 growth roadmap.

UNITED NATIONS BOARD OF AUDITORS

New York, NY

Audit Intern

May 2025 to Aug 2025

- Developed AI-driven text-mining tools to consolidate 25K+ fragmented UN financial policy documents into five searchable databases, reducing research time by 70% and enabling efficient cross-department audit collaboration.
- Executed audit testing and impairment analysis on UNRWA assets, identifying high-risk items and co-authoring 7 official audit reports submitted to UN governing bodies.

QINGDAO QIJIN CAPITAL MANAGEMENT COMPANY

Beijing, CN

Investment Manager

Feb 2024 to Jun 2024

- Led independent cross-sector investment research and slide development for investor pitches, supporting a \$7M financing closed in a three-month fundraising cycle.
- Designed investor-facing fundraising decks for a short-drama project by translating market research into a clear business narrative, strengthening communication of commercial viability and investment upside.

BLUEFOCUS GROUP

Ho Chi Minh City, VN

Senior Financial Officer

Sep 2023 to Jan 2024

- Built and led a cross-functional team to design and implement a contract-automation system, eliminating process bottlenecks while saving \$40K annually and improving billing accuracy by 40%.
- Partnered with Beijing headquarters and Vietnamese tax authorities to interpret local financial and tax regulations, strengthening cross-border compliance and enterprise risk controls.
- Led month-end close, tax filings, and audit preparation for the Vietnam entity, collaborated closely with regional finance and external auditors to ensure timely and accurate reporting.

KPMG

Beijing, CN

Auditor

Nov 2020 to Aug 2023

- Led three end-to-end annual financial statement audits as engagement and field lead across energy, internet, and technology clients, executing substantive testing on revenue, taxes, payroll, and deferred accounts while supporting consolidated reporting.
- Served as a core team member on 10+ audit and IPO engagements, supporting three successful listings including U.S. IPOs by independently owning high-risk areas such as cash, debt, bonds, and share-based compensation to meet regulatory requirements.

ADDITIONAL INFORMATION

- Languages: Mandarin Chinese (Native), English (Fluent), French (Intermediate)
- Technical Skills: Python, R, SQL, Tableau, advanced Excel (Pivot Tables, VBA) and financial modeling (DCF)
- Interests: Marathon Running (Completed Publix Half Marathon and Beijing Three Peaks-22KM), Choral Singing

SHANDREA FLEMING

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EDUCATION

- MBA, Goizueta Business School, Emory University (In Progress, May 2027)
 - MS, Information Technology, Kennesaw State University
 - BA, Business Administration - Marketing, Clark Atlanta University
-

PROFESSIONAL EXPERIENCE

Senior Real Estate Analyst

The Epps & Aubrey Group LLC | 2023 – 2025

- Managed end-to-end real estate portfolio analytics, increasing profitability by 10% using dynamic Power BI dashboards and Excel-based KPI reports.
- Partnered with investors and property owners to reduce vacancy by 20% through targeted digital marketing and strategic lease-up campaigns.
- Supported tenant buildouts (10+) and property operations across landscaping, security, and utilities, enhancing vendor efficiency by 12%.
- Implemented preventative maintenance protocols and supervised 20+ contractors, reducing repair costs by 10% and boosting compliance.
- Sustained 95% tenant satisfaction through SLA-driven service response and proactive relationship management.

Operations Supervisor (Internship)

UPS | Fall 2024

- Supervised facility floor operations during night shift; gained experience in fulfillment center workflow, labor coordination, and logistics process design.
- Managed inbound and outbound package movement to support hub efficiency and on-time delivery metrics.
- Collaborated with team leads and facility managers to align process improvements with delivery KPIs.

Commercial Real Estate Broker

T. Dallas Smith & Company | 2020 – 2023

- Advised clients on strategic site selection and space planning across Class A office, industrial, and flex properties.
- Negotiated 15+ commercial lease transactions, securing TI allowances up to \$65/SF and delivering 25% cost savings.

- Executed scenario-based financial analyses (lease vs. buy) for deals exceeding \$30M+, resulting in \$1.2M+ in client savings.
- Leveraged CoStar and Excel to identify 20+ viable sites aligned with client growth strategies.
- Generated \$3.5M+ in annual revenue through data-driven leasing solutions and multi-market deal flow.

Product Manager & Software Developer

General Motors | 2016 – 2019

- Led Agile teams to deliver process automation tools and SharePoint systems, cutting operational costs by 25% and increasing efficiency by 35%.
- Created and managed enterprise-wide operational excellence platform, enhancing project tracking and knowledge sharing.
- Oversaw sprint planning, backlog management, and stakeholder demos using Jira, SharePoint Designer, and UI/UX tools.

Senior Consultant, Data Analyst

Deloitte Consulting LLP | 2013 – 2015

- Led data analytics and digital transformation efforts to enhance engagement and reduce operational costs.
- Achieved 48% increase in web traffic through Power BI-driven marketing strategies and SEO enhancements.
- Developed process improvements to streamline client operations across business units.

Senior Technology Consultant

Booz Allen Hamilton | 2011 – 2013

- Designed enterprise-level technology and business process solutions grounded in Lean and Agile.
- Drove 20% performance gains and advised senior executives on strategic process improvements.

CERTIFICATIONS

- Georgia Real Estate License
- Certified ScrumMaster (CSM)
- Advanced Excel, Tableau, Power BI

COMMUNITY & LEADERSHIP

- Alpha Kappa Alpha Sorority, Inc. – Community service leader and mentor
- Girls Who Code – Volunteer coach promoting STEM pathways for young women
- Industry Engagement – Active participant in commercial real estate and PropTech events
- Golf Enthusiast – Local tournament champion with focus and strategic resilience

Mahad Ali Shad

Mahad_shad@hotmail.com | 678-772-1847 | US Citizen | linkedin.com/in/mahadshad | Atlanta, GA

EDUCATION

Georgia State University, J. Mack Robinson College of Business Atlanta, GA
Bachelor of Business Administration. Finance & Computer Information Systems May - 2021

Emory University, Goizueta Business School Atlanta, GA
Master of Business Administration Management Dec - 2025

MBA Courses - Development, Distressed Lending in Real Estate, Advanced Real Estate Finance, Capital Markets, Corporate Finance, Portfolio Management, Entrepreneurship and Private Equity, Economics, Data & Decision Analytics, Financial Reporting & Analysis.

WORK EXPERIENCE

Emory University Atlanta, GA
Real Estate Development (FIN 488/688), Teacher's Assistant August 2025 – Present

- Instruct students on building detailed proformas in Excel; grade assignments; and host office hours to provide guidance on investment memos, market research, and presentations for investment committee simulations.
- Organize weekly fireside chats with real estate professionals, connecting students with networking opportunities in Atlanta's real estate ecosystem.

Equifax Atlanta, GA
IT Risk Senior May 2023 – Present

- Collaborate across departments to assess compliance gaps and mitigate technology/business risks, primarily through extensive interviews, targeted audit procedures, and backend code inspection.
- Oversaw ten formal reports for C-Suite Executives on topics such as Artificial Intelligence, Robotic Process Automation (RPA), and M&A, focusing on distilling technical issues and recommendations into high-level insights. For example:
 - Recommended Agile process improvements and strategic direction for AI bot production, specifically identifying and eliminating the root causes of manual interventions in an AI product for customer complaints.
 - Led an analysis of Business-to-Business (B2B) fraud capabilities, identifying process improvements that resulted in a team restructuring, secured new funding for a monitoring tool, and optimized cloud storage costs.
 - Performed due diligence on post-M&A integrations, conducting interviews with new employees to understand potential security and technical risks before consolidating redundant software and databases.

EY Atlanta, GA
Technology Risk Consultant August 2021 - May 2023

- Evaluated technology risk for major financial institutions and FinTech companies, guiding clients through complex audits, including Systems and Organization Controls (SOC) and Sarbanes-Oxley (SOX) compliance
- Managed the end-to-end execution of audit engagements, including creating comprehensive work papers, reviewing staff and offshore team's work, leading client meetings, and providing active progress updates to senior management.
- Directed key project management activities, including scoping and planning engagements, allocating resources, defining project timelines, and overseeing the timely completion of all deliverables.

LEADERSHIP VOLUNTEER EXPERIENCE

Emory University, Goizueta Real Estate Group – Treasurer May 2025 – Present

- Plan and execute MBA networking events, such as the Fall Series (~150 attendees)
- Organize trophy property showcase events for alumni and students, such as Goat farm complex, Nomia and Loria Ansley.

Emory University, Goizueta Business School Government – Elected Member September 2024 – Present

- Advocate for Evening MBA students (e.g. improved class selections and evening networking events)
- Plan and execute social events with a \$100,000 logistics budget

Equifax & EY, ERG Board Member September 2021 – Present

- Organized three senior leadership fireside chats for upward career development

SKILLS

- Languages: English, Urdu, Hindi, Farsi (Conversational)
- Data Analytics; AI strategy; market research; ability to read and analyze code (SQL, HTML, JAVA, Python); on- and off-shore team management.



Adam Stadelmeier

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<https://www.linkedin.com/in/adam-stadelmeier/>

Education

Georgia Institute of Technology | Atlanta, GA Spring 2028
 Bachelor of Science in Business Administration, Finance Concentration

Experience

Creek Dog Capital Spring 2026

Deal Origination Intern

- Identified private acquisition targets (\$3M–\$40M revenue) across event rental, elevator services, plumbing, and security through analysis of recurring revenue, owner succession indicators, revenue, and EBITDA margins
- Evaluated market structure and attractiveness in non-emergency medical transportation through analysis of payer mix, reimbursement stability, regulatory barriers, and competitive fragmentation to evaluate scalability potential

CraftPost LLC | Atlanta, GA September 2024 – Present

Co-Founder

- Built and scaled a commercial seasoning startup, overseeing operations from supply chain strategy, institutional fulfillment, contract drafting, and digital marketing campaigns
- Negotiated and executed B2B contracts with universities, restaurants, and retail locations, optimizing pricing structures and contract terms to improve gross margins and cash conversion to mitigate liquidity concerns
- Directed financial operations, including accounting, tax reporting, and insurance, to ensure compliance
- Achieved a 3.3% customer acquisition cost through digital marketing and ROI optimization across paid digital channels
- Directed accounting, tax filing, financial reporting, and insurance policies to ensure compliance and profitability

The Whiting Turner Contracting Company | Atlanta, GA Summer 2025

Project Management Intern

- Analyzed a \$2B Tier III data center development using historical costs, RSMeans, zoning, and acquisition premiums
- Modeled insurance, bonding, and regulatory costs into project capitalization and bid economics; drafted contract terms to align with project risk, scope, and Whiting-Turner's historical contract standards with legal and finance
- Supported on-site delivery of a data center retrofit and Tier I trauma hospital renovation, translating field conditions, sequencing, and regulatory requirements into cost, schedule, and underwriting assumptions

Georgia Tech Real Estate Fund | Atlanta, GA Fall 2025

Undergraduate VP | Investment Fund Analyst

- Selected for advanced mentorship in institutional real estate investing; trained in asset-level underwriting, capital stack structuring, and market analysis across multifamily, office, and industrial sectors using CoStar, REFM, and ARGUS
- Coordinated a series of CRE professional panels contributing to the education of analyst students.
- Built and analyzed acquisition pro formas, IRR sensitivities, and debt/equity waterfalls; evaluated sponsor quality, lease structures, and exit scenarios.

Lambda Chi Alpha - Beta Kappa Zeta Chapter | Atlanta, GA Fall 2025 - Present

Treasurer

- Managed a \$150K semesterly operating budget, overseeing dues collection, vendor payments, and cash management to ensure accurate reporting, liquidity, and on-time fulfillment of all financial obligations.
- Implemented effective budget controls and spending review processes to improve cost tracking and discipline
- Prepared regular financial reports and forecasts for the executive board and all members,

Independent Stock Trading | Personal Portfolio

- Achieved a 190% portfolio return over 2.5 years by identifying shifts in monetary policy, government regulations, political ideology, geopolitical tension, and emerging technology cycles

Extracurriculars/Community Engagement

Competitive Cycling 2018 - Present

- Current member of the Georgia Tech Club Cycling team, competing in road and mountain bike disciplines
- 2023 Individual Cross Country Mountain Bike Georgia State Champion (U18 National Rank: 36th)
- Hosted and organized free local training camps for underprivileged riders to receive instruction and equipment

A Night To Shine 2020 - Present

- Led planning of a large-scale prom event for 280+ guests with special needs, supported by 1,000+ volunteers

Skills

Technical: Contract underwriting, real estate financial modeling (DCF, IRR, NPV), waterfall structures, lease analysis, construction budgeting, zoning and entitlement review, asset class exposure (multifamily, office, industrial, data centers)

Software: Python, AutoCAD, ProCore, BlueBeam, P6 Scheduling, Excel, Word, PowerPoint, ARGUS, REFM, CoStar

ALEXANDRA AKPABIO

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business **Atlanta, GA**
Master of Business Administration (MBA) *May 2027*

- Honors: Full Merit Based Scholarship to attend Scheller College of Business
- Concentration: Finance
- Clubs: Finance, Consulting, Blacks in Business

INSTITUTE OF CHARTERED ACCOUNTANTS SCOTLAND (ICAS) **London, UK**
Chartered Accountant (CA) *April 2020*
UNIVERSITY OF YORK **York, UK**
Bachelor of Arts, Philosophy, Politics and Economics *July 2016*
EXPERIENCE

HOUSE OF IMAH **Atlanta, GA**
Made-to-order sustainable luxury fashion brand
Founder & CEO *September 2023-August 2025*

- Identified market gap in custom-made Nigerian traditional wear in the US and developed streamlined operations, while negotiating vendor agreements and establishing logistics services with quality assurance
- Built financial models including P&L forecasts, cash flow projections, and scenario planning to support scaling decisions and inventory optimization
- Implemented data-driven pricing strategy through cost analysis and market research, optimizing profit margins while maintaining competitive positioning
- Developed risk mitigation strategies for supply chain disruptions, implementing diversified vendor network and quality protocols to ensure consistent delivery

ERNST & YOUNG (EY) **Atlanta, GA**
Financial Due Diligence Consultant *August 2021-August 2024*

- Led aggregate \$20B+ M&A transactions, producing 10+ reports influencing purchase negotiations, saving clients \$100M+ through identification of key risks and financial discrepancies
- Conducted analysis on major transactions including \$18B acquisition, \$1.1B technology divestiture, and \$700M carve-out, providing strategic insights through financial analysis and risk evaluation
- Advised private equity and corporate clients on Quality of Earnings, Net Working Capital adjustments, and Debt Reconciliation, developing comprehensive reports
- Managed cross-border teams of 4+ professionals, conducting management interviews while presenting actionable strategies to senior stakeholders under tight deadlines
- Mentored junior staff on technical financial analysis while maintaining strong client relationships as primary point of contact throughout engagement lifecycles

ERNST & YOUNG (EY) **London, UK**
Tax Adviser *April 2017-August 2021*

- Structured cross-border investments securing average 10% tax savings per client, optimizing deal structures and minimizing tax liabilities across multiple jurisdictions
- Created executive-ready tax models and financial projections while overseeing tax compliance and investor reporting services for private equity funds
- Ensured timely filings compliant with tax regulations across diverse investment structures and jurisdictions
- Delivered strategic value across legal, audit, and deal advisory teams through innovative tax solutions

ADDITIONAL INFORMATION

Software: Excel, PowerPoint, Power BI, Alteryx, Bloomberg Terminal
Skills: Financial Modeling & Valuation, Stock Analysis, Market & Competitive Analysis
Volunteering: Fundraised \$3000+ and led comprehensive business strategy for entrepreneurs
Interests: Options Trading, Travel, Design

BRODIE R. GRANTHAM

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www.linkedin.com/in/brodie-grantham

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business **Atlanta, Georgia**
Bachelor of Science in Business Administration *May 2027*

- Concentration: Finance
- Minor: FinTech | Certificate: Real Estate Development
- GPA: 3.87 (Major) | 3.58 (Cumulative)

EXPERIENCE

GEORGIA TECH EVENT SERVICES **Atlanta, Georgia**
Sales Assistant *May 2025 - Present*

- Processed client invoices and deposits exceeding \$85,000 monthly, ensuring accurate reconciliation and reporting.
- Maintained payment tracking logs in Excel to monitor outstanding balances and ensure financial accuracy.
- Streamlined event scheduling and documentation processes to improve communication between clients and staff.

SODEXO **Atlanta, Georgia**
Operations Intern *June - December 2024*

- Analyzed cost structures & resource allocation across service units, identifying inefficiencies, reducing operating costs.
- Built Excel-based financial forecasts and budget models linking facility costs to long-term asset performance.
- Supported vendor evaluation and contract reviews, ensuring compliance with cost, quality, & sustainability thresholds.

GEORGIA INSTITUTE OF TECHNOLOGY **Atlanta, Georgia**
Teaching Assistant - MGT 2255 *January - May 2025*

- Supported a Quantitative Analysis course by grading problem sets and ensuring consistent evaluation across 2 sections.
- Led office hours and provided in-class assistance to resolve student questions on problem-solving and methods.
- Managed student communication via email and Zoom to support course instruction alongside the professor.

GENESIS TECHNOLOGY ADVISORS & INVESTORS LLC **Atlanta, Georgia**
Strategy Consulting Co-Op *January - May 2025*

- Advised \$40–85M retail clients on order-to-cash process redesign, rebuilding NetSuite→Stripe AR flows.
- Conducted SQL audit of SKU-level transaction data, identifying margin leakage and surfacing \$120K annual savings.
- Delivered client-ready dashboards and process maps adopted in quarterly leadership reviews.

SIMS CONSTRUCTION SERVICES INC. **Ball Ground, Georgia**
Project Manager *June 2020 - June 2024*

- Contributed to residential renovation projects valued up to \$150K including basement, bathroom, etc. across North GA.
- Assisted tradesmen with electrical, plumbing, framing, and finishing work, ensuring projects met quality standards.
- Developed hands-on experience in cost estimation, material budgeting, and property value enhancement to inform ROI.

LEADERSHIP & CAMPUS INVOLVEMENT

SIGMA ALPHA EPSILON FRATERNITY **Atlanta, Georgia**
Internal Vice President *January - December 2025*

- Led internal operations by planning and coordinating brotherhood events and chapter initiatives to bolster engagement.
- Partnered with executive leadership and philanthropy teams to support fundraising efforts and event execution.
- Managed internal communications and member relations, helping foster accountability and organization.

SIGMA ALPHA EPSILON FRATERNITY, Georgia Phi Chapter **Atlanta, Georgia**
Judicial Board Member *January 2024 - Present*

- Evaluated members' conduct cases and enforce chapter policies to uphold organizational standards and accountability.
- Collaborate with executive leadership to implement governance reforms that improve transparency and compliance.
- Contributed to strategic oversight of recruitment, risk management, & disciplinary processes for an 85-member chapter.

SAE LEADERSHIP ACADEMY **Chicago, Illinois**
Georgia Phi Chapter Representative *January 2025*

- Selected to a captivating leadership academy fostered to cultivate strategic vision, team building, and governance skills.
- Contributed to workshops on recruitment, chapter operations, & decision-making frameworks.

SKILLS/INTERESTS

Skills: Microsoft Office | Bloomberg | Financial Modeling | Argus (Intro) | CoStar (Intro) | Trading Technologies
Analytical: Market Research | DCF & Cap Rate Valuation | Budgeting & Forecasting | Quantitative Analysis
Affiliations: Sigma Alpha Epsilon Fraternity | GTRE Analyst Program | Canton Baseball Umpiring
Interests: Real Estate | Investing | Sports | Traveling | Reading | Puzzle-Solving | Community Service | Cooking

CHELSEA ELYSE WRIGHT

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business **Atlanta, GA**
Master of Business Administration (MBA) *Expected Graduation: May 2026*

- Concentration: Finance and Real Estate
- Leadership: Vice President of MBA Finance Club & Blacks in Business
- Involvement: Finance Club, Real Estate Club, Strategy International Practicum – Netherlands
- Relevant Courses: Real Estate Finance, Corporate Finance, Fixed Income & Equities Valuation,

MISSISSIPPI STATE UNIVERSITY **Starkville, MS**
Bachelor of Business Administration (BBA) *August 2017-December 2021*

- Leadership: Volunteer Chair for Delta Sigma Theta Sorority, Inc.
- Involvement: Mississippi Undergraduate Women in Business (UWIB)

PROFESSIONAL EXPERIENCE

CBRE **San Jose, CA**
Advisory & Transactions Intern/ Global Occupier *June 2025-August 2025*

- Built detailed multi-scenario development pro formas to evaluate feasibility and optimize IRR on industrial-zoned land
- Streamlined due diligence workflows, cutting research time from 12 hours to 3 minutes through AI-enabled prompts
- Developed AI-driven outreach strategy, streamlining client engagement through automated, tailored approaches
- Delivered winning pitch on tenant portfolio strategy, integrating labor, supply chain, and incentive analysis

PATTERSON REAL ESTATE ADVISORY GROUP **Atlanta, GA**
Advisory Intern / Capital Placement *March 2025-May 2025*

- Underwrote multifamily developments, building cash flow models, sensitivity/scenario analyses, and transaction pro formas
- Produced investor pitch books and capitalization overviews, articulating deal structure and return profiles
- Conducted market research and comps analysis on markets, supporting development feasibility studies
- Managed capital source database and tracked deal terms, providing real-time insights for transaction teams

GEORGIA POWER COMPANY- SOUTHERN COMPANY **Atlanta, GA**
Distribution Engineer Rep. / Power Delivery *April 2024-July 2024*

- Managed a team of 12, boosting operational efficiency by 5% and project completion rates by 15% within 3 months
- Led strategic planning and execution of electrical engineering projects, surpassing targets by 10% ahead of schedule
- Managed contracts, ensuring adherence to regulatory standards and project compliance
- Created corrective action plans within 1 hour of emergencies, reducing outage recovery time by 20%

Solution Sales Associate / Customer Solutions *December 2022-April 2024*

- Revamped planning and sales processes for 200+ clients, driving \$200M revenue, exceeding targets by 120%
- Analyzed 4,000+ sales opportunities with PowerBI and Excel, enhancing KPI tracking to align with annual goals
- Developed and pitched sustainable energy solutions, boosting positive client responses by 15%
- Improved Net Promoter Score (NPS) by 10 basis points through effective pitching of sustainable energy solutions

Key Account Analyst / Managed Accounts *August 2021-December 2022*

- Led pilot projects in energy efficiency, enhancing ESG metrics by 8% and strengthening municipal partnerships
- Analyzed energy usage, optimizing budgets and boosting customer satisfaction (NPS) by 10%
- Managed stakeholder communications, providing data-driven insights for informed strategic decisions
- Handled customer inquiries and resolved utility issues, improving response times and strengthening relationships

ADDITIONAL INFORMATION

Skills	Financial Modeling: DCF, pro forma, IRR, sensitivity/scenario analysis, REFM
Market Research	Submarket pipeline analysis, comps, precedent transactions
Transaction Support	Capital placement, deal structuring, investor relations, acquisition support, pitchbook preparation
Tools	Excel (advanced), PowerPoint, Word, Bloomberg, CoStar
Project Management	Timeline management, contract compliance, stakeholder coordination

DANIEL LUETTERS

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EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, SCHELLER COLLEGE OF BUSINESS **ATLANTA, GA**
 Master of Business Administration (MBA) *May 2026*

- Honors: Merit-Based Scholarship
- Related Coursework: Business Analytics, Corporate Strategy, Service Operations, Commercial Real Estate Development
- Involvement: Vice President of the Finance Club, Chairman of the Golf Committee, Scheller MBA Program Ambassador

SOUTHERN METHODIST UNIVERSITY, LYLE SCHOOL OF ENGINEERING **DALLAS, TX**
 Bachelor of Science in Civil Engineering (B.S.) *May 2019*

- Related Coursework: Steel and Concrete Design, Infrastructure and Environmental Systems, Construction Management
- Honors: Cornerstone Scholarship and Discovery Scholarship

EXPERIENCE

THE COCA-COLA COMPANY **ATLANTA, GA**
Graduate Finance Intern | Marketing Investments – North America Operating Unit *May 2025 – August 2025*

- Modernized rate determination process through development of pricing, revenue and cost analysis model, eliminating weeks of manual analysis for brand financial managers and shifting discussion to package-specific scenario optimization
- Standardized and programmed Hydration & Tea annual pricing review model to immediately compute year-over-year suggested rate through complex mapping of package, product, brand naming hierarchy – 30+ products across five brands with four varying naming conventions between data sources

GEORGIA-PACIFIC, LLC **ATLANTA, GA**
Manager of Analysis | Finance – Building Products *August 2023 – August 2024*

- Consulted with management to develop new analytical models for monthly financial forecasting and labor estimations
- Advised plant management in capital project venture summary development and escalated high return projects to leadership, most notably spotlighting a group of iterative projects that reduced emissions, dropped the equipment's cost to operate by 50% and fully returned the initial investment in less than two years
- Devised and pushed a department restructuring initiative resulting in \$800k/year labor expense reduction at Arkansas mill

Senior Analyst | Finance – Building Products *November 2021 – August 2023*

- Developed a cost forecasting model that improved management's visibility into wasteful spending resulting in the cancellation or renegotiation of unfavorable contracts and a reduction of \$30,000/month in recurring payments
- Prepared analyses and reviewed monthly financial performance with key stakeholders and business partners
- Managed monthly balanced scorecard reviews, collaborating with management and accounting to accurately close monthly financials, update and consolidate deck, and cultivate a story through the numbers

Project Manager | Supply Chain – Capital Project Sourcing & Procurement *January 2021 – November 2021*

- Streamlined project approval process for iterative projects by developing and implementing program framework resulting in the acceleration of project timelines by nine months
- Appointed project manager for Georgia-Pacific's sustainable mailer program with Amazon; Delivered two sustainable mailer facilities in under a year, meeting tight deadline expectations of the client
- Managed sourcing and procurement activities for portfolio of roughly twenty-five projects and \$40 million in capital
- Hosted site visits, built project scopes, facilitated bidding events and negotiated contracts with suppliers

Project Analyst | Supply Chain – Capital Project Sourcing & Procurement *August 2019 – January 2021*

- Created and launched a Power BI dashboard that documented best practices for navigating supply chain issues caused by the pandemic and received more than 500 unique visits within the first month of launch
- Established strategic partnerships with preferred suppliers and expanded knowledge of corporate contract structure
- Conducted sourcing and procurement processes for project portfolio exceeding \$1 billion in capital investments

ADDITIONAL INFORMATION

Skills: Highly proficient in Microsoft Excel, Microsoft Office, Tableau, R Studio

Affiliations: Sigma Alpha Epsilon Texas Delta, Garden Hills Civic Association

Interests: Reading, Cooking, Geopolitics, Equity Research, Golf, Tennis, Fishing, Skiing, The Atlanta Braves

Durga Vinaya Venigalla

Dvenigalla3@gatech.edu

SEASONED SOFTWARE ENGINEER

Extensive experience in designing, developing, and implementing applications with focus in Salesforce for last ten years. Proven ability to lead teams and manage projects from inception to delivery. Excellent communication skills, a good team player and self-starter, capable of working independently and motivate a team of professionals.

EXPERIENCE

Fanatics Inc. (Dec 2022 – Present) – Salesforce Engineer

Led Service Cloud and Einstein Bot implementations, reducing agent interactions by **35%**, improving customer experience through AI automation, complex case routing, VIP workflows, Amazon Connect IVR, and data integrations with Snowflake and Salesforce Data Cloud.

McKesson Corporation (2004 – 2022) – Lead Salesforce Developer

Delivered enterprise Salesforce solutions supporting **30,000+ employees**, including mobile and Experience Cloud applications, HR case management, multi-language portals, vendor-led implementations, and chatbot automation reducing HR call volume by **30%**.

McKesson Corporation – Senior Software Developer

Led system modernization initiatives including database migrations and ETL automation, saving **\$500K annually**, improving performance of financial and customer-facing applications, and supporting large-scale SQL Server and Oracle environments.

Leadership & Business Impact

Partnered with business leaders, product owners, and vendors to drive digital transformation, cost optimization, and scalable technology solutions across Fortune 500 and high-growth organizations.

ADDITIONAL EXPERIENCE

McKesson Corporation [Formerly: Per-se Technologies]

EDUCATION

Master of Business Administration (MBA) - Georgia Institute of Technology, Scheller College of Business [Graduation – Spring 2026]

Master of Science: Computer Science - Kennesaw State University

Bachelor of Technology - Koneru Lakshmaiah College of Engineering

CERTIFICATIONS

Salesforce Certified Application Architect • Salesforce Certified Data Architect • Salesforce Certified Sharing and Visibility Architect • Salesforce Certified Platform Developer I • Salesforce Certified Platform App Builder • Salesforce Certified Administrator • Data Science • ITIL V3 Foundation Certification

MIN KEE (MARK) KIM

Atlanta, GA ❖ (714) 336-7970 ❖ markminkeekim@gmail.com

KEY SKILLS

Operations Coordination ♦ Focused Leadership ♦ Technical Mentorship ♦ Program Management ♦ Audit and Surveillance ♦ Industrial Maintenance Supervision ♦ Incident Response Supervision ♦ Fiscal Management

PROFESSIONAL EXPERIENCE

ATLANTA CONSORTIUM NAVAL ROTC (NROTC), U.S. Navy **December 2024 - Present**

Assistant Professor of Naval Science, Operations Officer, Midshipman Class Advisor *Atlanta, GA*

- Spearheaded all student and staff operations for Georgia Institute of Technology NROTC and Morehouse College NROTC
- Instructed undergraduate NROTC midshipmen in naval weapons and engineering systems
- Advised undergraduate NROTC midshipmen in their development as future naval officers

DESTROYER SQUADRON ONE (CDS 1), U.S. Navy **February 2023 - December 2024**

Submarine Operations Officer, Operations Planner *San Diego, CA*

- Coordinated anti-submarine warfare (ASW) operations and assets to safely defend multi-billion dollar warships (e.g. aircraft carriers, cruisers, destroyers) from potential adversary subsurface threats
- Successfully planned five high-visibility multinational maritime exercises including one of the world's largest warship formation exercises that comprised of 36 ships and submarines between 17 countries

SUBMARINE SQUADRON NINETEEN (CSS 19), U.S. Navy **January 2022 - February 2023**

Quality Assurance Lieutenant *Bremerton, WA*

- Evaluated 120 quality assurance (QA) packages in submarine safety, high-risk nuclear materials, and deep submergence systems for three Ohio-class submarines to meet certification requirements
- Conducted audits of QA programs for high-risk submarine habitability and safety systems
- Performed safety checks of post-shipyard submarines during underway sea trial and dive certification

USS JACKSONVILLE (SSN 699), U.S. Navy **January 2021 - January 2022**

Division Officer, Program Manager *Bremerton, WA*

- Supervised a division of 12 selectively screened personnel on a fast attack submarine
- Collaborated with a team of specially trained operators to successfully defuel and decommission a nuclear powered submarine at its end-of-life phase
- Managed \$30K of recreational funds for crew morale and welfare

USS MAINE (SSBN 741), U.S. Navy **May 2018 - January 2021**

Division Officer, Program Manager, Ship Diving Officer *Bremerton, WA*

- Supervised three divisions of 10-15 selectively screened personnel on a ballistic missile submarine
- Implemented audit and surveillance programs to ensure quality control of administrative logs, proper handling of radioactive material, and strict monitoring of the ship's nuclear reactor primary coolant
- Administered training, qualification, and certification of all manned ship movement control stations for the entire submarine crew (150 sailors)

EDUCATION

DREXEL UNIVERSITY

Biomedical Engineering, B.S.

- Cum laude, 3.5/4.0 GPA
- Pennoni Honors College

June 2016
Philadelphia, PA

NIA T. JACKSON

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EDUCATION**GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business** **Atlanta, GA**
Est May 2027**Master of Business Administration (MBA)**

- Honors: Forte Fellow
- Relevant Courses: Finance, Financial Commercial Real Estate Management, Real Estate Practicum

AMERICAN UNIVERSITY, School of International Service **Washington, DC**
May 2017**Master of International Communications**

- Honors: Charles B. Rangel International Affairs Fellow

UNIVERSITY OF SOUTH FLORIDA **Tampa, FL**
May 2014**Bachelor of Arts, Sociology**

- Leadership: Treasurer, Delta Sigma Theta Sorority Inc., Secretary of Student Success, Student Government
- Study Abroad: Critical Language Scholarship Program (Arabic)

EXPERIENCE**UNITED STATES AGENCY FOR INTERNATIONAL DEVELOPMENT** **Washington, DC**
March 2024- February 2025**Strategic Communications Lead / Innovation, Technology, and Research Hub**

- Led the agency's communications rollout for the Digital Policy launch; managing press, partnerships and creative assets
- Managed and coordinated the work of six communications specialists across three divisions, unifying messaging to increase the Hub's internal and external visibility
- Launched Axios-style newsletter to showcase Hub projects, grants and events; grew internal subscriber list to over 1300
- Developed professional learning series on storytelling for research and technology projects

EDELMAN **Washington, DC**
June 2023 – March 2024**International Affairs Project Manager**

- Secured Tier 1 media coverage for a civic-tech client through targeted press outreach and tailored messaging strategies
- Produced a 100+ person networking conference for a UK-based science foundation, enhancing brand awareness in the science and engineering community
- Supported corporate crisis communications for a major coffee brand during labor negotiations, coordinating 75+ targeted media responses to grassroots outlets; drew on data from PowerBI

U.S. DEPARTMENT OF STATE **Rio de Janeiro, Brazil**
September 2020 – May 2023**Outreach and Consular Affairs Officer/ U.S. Consulate Rio de Janeiro**

- Facilitated 20+ outreach events on entrepreneurship, media policy, and civic education, reaching 1,500+ participants
- Managed the oversight of the passport screening center, ensuring secure distribution of over 200,000 visas annually
- Conducted high-volume visa adjudications for student, employment, and investor categories, upholding national security

Deputy Director of Public Affairs/ U.S. Embassy Khartoum **Khartoum, Sudan**
July 2017 – August 2020**Deputy Director of Public Affairs/ U.S. Embassy Khartoum**

- Managed a \$800K public diplomacy budget, including request for proposals process
- Led entrepreneurship and civic engagement programming, including organizing a pitch competition to promote the Global Entrepreneurship Summit; secured a partnership with a private bank and a start up hub
- Expanded the Embassy's digital audience by 80K+ through revamped social media strategy using engagement data
- Served as a crisis communicator during the 2019 Sudanese Revolution, coordinating messaging with 10+ diplomatic missions and Department of State Headquarters
- Led two congressional staff delegation, pre and post revolution; delegated across mission to secure bilateral meetings

ADDITIONAL INFORMATION**Skills:** Project management, Advanced Excel, AI Prompting, Narrative building, Strategic planning, Managing cross-functional teams, Stakeholder engagement, Grant writing, Public engagement strategy, Canva, Power BI, Radiant**Languages:** Portuguese, professional

PETER DUARTE

(706) 983-2256 • Atlanta, Georgia • pduarte6@gatech.edu

[LinkedIn/PeterDuarte](#)**EDUCATION**

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business**Atlanta, Georgia****Bachelor of Science in Business Administration 3.7 GPA**

May 2027

- Concentration: Finance
- Scholarships: Bergmark Family Dean's Scholar, Hispanic Scholarship Fund, Zell Miller scholarship, Dean's List
- Coursework: Investments, Financial Management, Financial Reporting/Analysis, M&A Modeling, Real Estate Development

EXPERIENCE

Gilbane Building Company**Atlanta, Georgia****Intern, Purchasing**

June – August 2025

- Performed financial due diligence on subcontractors, analyzing financial statements to make sure they had required information, and related documents like W9 and insurance for qualification
- Supported over 100 project closeouts by reviewing transaction agreements and logging 500+ contract rider logs
- Streamlined workflows by developing standardized templates and 10 bid lists in Procore for different regions
- Conducted market trend analysis to identify competitive subcontractor pricing strategies

Atlanta Capital Lending**Cumming, Georgia****Intern, hard money lending and real estate investment business**

May - August 2024

- Assisted in underwriting by conducting property evaluations and financial modeling in Microsoft Access
- Observed deal management processes including loan payoffs, investor communications, and legal documentation
- Participated in investment analysis of loan opportunities, focusing on earnings quality and working capital management of borrowers

Georgia Tech Real Estate Club**Atlanta, Georgia****Analyst**

January– May 2025

- Completed a special-topics course on real estate underwriting, business valuations, and development feasibility
- Used Excel for M&A modeling and retail deal underwriting in the Davenport, Florida market
- Researched industry trends in multifamily, retail, and industrial real estate sectors

Georgia Tech Sports Business Club**Atlanta, Georgia****Chief Financial Officer**

August 2024 – May 2025

- Managed club finances, analyzed financial metrics, and ensured reporting accuracy
- Co-led consulting project for Atlanta Hawks focusing on revenue optimization, applying market trend analysis techniques

TURO**Cumming, Georgia****Entrepreneur, Manager, Turo (car sharing app)**

July 2021 - August 2023

- Managed own business renting out 15 passenger van, grossed \$9,476 using financial forecasting to estimate expenses
- Communicated, coordinated with customers, cleaned, logged miles/pictures each trip
- Tracked earnings, expenses, and taxes; dealt with insurance claims, achieved "All-Star" host status

SKILLS/INTERESTS

Volunteer: Mercy Mission of Atlanta: Homeless Outreach Program, volunteer (once a month), Catholic Center volunteer**Software:** AI prompt engineering, Custom GPT creation, Microsoft and Google Suite, Procore, Compass, Power BI, Python, SQL, Access database, FMLS, Trading View**Awards:** Bergmark Family Dean's Scholar, Dean's List, Neumann Honors Society, Stamps Scholar Semifinalist,**Activities:** Investments Committee Analyst, Tennis, Flag Football, Finance Society, Georgia Tech Catholic Volunteer

RUSTIN JALALI

Atlanta, Georgia 30332 • 678-858-3849 • rjalali6@gatech.edu • U.S. Citizen
<https://www.linkedin.com/in/rustin-jalali/>

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business

Atlanta, Georgia

Bachelor of Science in Business Administration

May 2028

- Concentration: Finance | Certificate: Real Estate Development | Minor: Spanish
- Zell Miller Scholarship (Full Tuition)
- Dean's List (All Semesters)

GPA:3.80

EXPERIENCE

THIRD AND URBAN

Atlanta, Georgia

Development Intern

November 2025 – Present

- Assist in underwriting **\$150M–\$250M+** in opportunistic and value-add commercial development, representing **1,200,000+ SF** across **10+** projects.
- Lead market research in **8+** southern submarkets, analyzing rent comps, demographics, and supply to drive assumptions across asset classes.
- Work with development and construction teams to track **\$60M+** budgets, monitor scope changes, and resolve cost/schedule variances.

KJ LUXURY HOMES

Alpharetta, Georgia

Project Management Intern

May 2024 – August 2024

- Supported project manager in tracking **10+ active schedules**, budgets exceeding **\$3M**, and RFIs for multiple luxury residential builds.
- Facilitated communication between **15+** subcontractor crews and site teams, improving coordination and reducing scheduling conflicts.
- Managed project documentation, including **90+** submittals and daily progress reports, ensuring accurate record-keeping and compliance.

LEADERSHIP

GT REAL ESTATE CLUB

Atlanta, Georgia

Executive Vice-President

January 2026 – Present

- Lead a mentorship program training **50+ students** in CRE investment analysis through case studies, industry panels, and live underwriting.
- Serve as Vice President and Fund Analyst for a student-managed real estate fund, supporting capital deployment, portfolio analysis, and investment strategy across multiple asset classes while coordinating weekly technical and market-focused workshops.
- Complete formal training in ARGUS Enterprise, building and auditing office and mixed-use cash flow models for investment analysis.

FRATERNITY OF PHI GAMMA DELTA (FIJI)

Atlanta, Georgia

Recruitment Chair

January 2026 – Present

- Lead recruitment strategies and execution, coordinating outreach, events, and member engagement to drive new member growth and retention.
- Analyze recruitment performance and participation trends to optimize outreach strategy and event effectiveness.
- Manage a **\$20K+ recruitment budget**, engaging 150+ prospective members, optimizing resources to maximize turnout.

HABITAT FOR HUMANITY

Alpharetta, Georgia

Chapter President

August 2022 – May 2024

- Led **50+** members in completing **3** affordable single-family homes from start to finish in collaboration with industry professionals.
- Managed partnerships with **5+** local organizations, raising **\$4,000+** and volunteering **800+** hours as a chapter during service as president.
- Coordinated project scheduling and on-site workflows, ensuring build progress while maintaining safety and quality standards.

PROJECTS

SHELLER SUSTAINABILITY AMBASSADORS

Atlanta, Georgia

Ambassador

September 2025 – Present

- Selected as one of 28 Sustainability Fellows/Ambassadors at Georgia Tech's Ray C. Anderson Center.
- Conduct initial feasibility analysis for a smart mirror solution designed to replace printed posters, evaluating technical requirements, cost structure, user adoption, and environmental impact.
- Support early-stage prototyping and concept development, assessing material efficiency, energy use, and scalability

REMONTADA CLOTHING BRAND

Atlanta, Georgia

Founder/Owner

August 2023 – Present

- Founded and developed a streetwear clothing brand, overseeing all aspects of design, production, and marketing.
- Managed supply chain logistics, vendor relationships, and inventory to ensure timely product launches and fulfillment.
- Built an online presence through social media, increasing sales through targeted marketing campaigns selling over **500** units and **13,000** dollars.

SKILLS/INTERESTS

Technical: Python, JavaScript, Java, Procore, Excel, Revit, Adobe Illustrator, Adobe Photoshop
Languages: Farsi/Persian – native, English – fluent, Spanish – professional working proficiency, Turkish – elementary
Affiliations: GT Finance Society, GT Boxing, GT Creatives, GT Running Reck, GT Persian Club
Interests: Marathon Running, International Travel, Investments, Piano, Lego Design, Sports, Guitar, Clothing Design

SABRINA WALDAtlanta, GA • 470-838-7135 • swald3@gatech.edu • <https://www.linkedin.com/in/sabrina-wald-4a1381ab/>**EDUCATION****GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business** **Atlanta, GA**
Master of Business Administration (MBA) *May 2026*

- Honors: CHARGE Fellowship, Graduate Research Assistantship Scholarship
- Concentration: Management

GEORGIA INSTITUTE OF TECHNOLOGY, H. Milton Stewart School of ISYE **Atlanta, GA**
Bachelors of Science, Industrial and Systems Engineering *May 2017*

- High Honors, Dean's List
- Leadership/volunteering: GT Tour Captain of the Year, Tour Guide

EXPERIENCE**MBA PRACTICUMS**

- **Central Japan Railway Company (JR Central), High-speed rail operator of the Shinkansen:** Quantified JRC's renowned safety culture into an international strategy, enabling entry into the US safety consulting industry
- **Colonial Pipeline, US's largest fuel pipeline system:** Developed a technology strategy recommending unmanned aerial vehicles to enhance safety, reduce inspection costs, and improve operational efficiency in midstream operations (7x ROI)
- **Pro Bono Partnership of Atlanta, Nonprofit legal services provider:** Designed a digital strategy to expand client reach and leverage AI tools to streamline workload and data processing
- **Express Plumbing, Regional home services business:** Created a marketing strategy to optimize client targeting and maximize lifetime value

DAYFORCE, Human resources software and services, formerly Ceridian **Toronto, CA (remote)**
Process Architect, Office of the CIO *October 2022-May 2024*

- Designed and implemented a demand intake platform across IT, involving asset allocation, risk management, and performance monitoring on behalf of the CIO, saving \$4.5M across 11 initiatives and 7 departments
- Built and maintained an Agile framework across 14 teams for actualization of project pipeline, including Agile theory, Azure DevOps training, data quality report creation, and project delivery schedule visualization for senior leadership
- Identified and managed creation of disaster recovery plan for tier 0 software to avoid functional and legal risk
- Led current and future state process mapping and implementation projects across Finance, Asset Management, Infrastructure, Procurement, and IT resulting in process clarity, efficiency, and accuracy

LOYAL HEALTH, Digital healthcare platform **Atlanta, GA (remote)**
Senior Analyst, Operations and Strategy *October 2021-March 2022*

- Delivered comprehensive executive report on a potential investor with \$300 billion in assets including investment history, global perceptions, major news stories, business law, and a final recommendation
- Performed analysis on complex data sets including human resource planning to support recruitment progression, Total Addressable Market (TAM) to support strategic decision making, & ROIs

ALPLA, Plastic packaging manufacturer **McDonough, GA**
Regional Operational Excellence Leader, OPEX & Controlling Tools Implementer *May 2017-October 2021*

- Reduced data inaccuracies by 86% and speed of entry by 87% through development of production, materials, logistics, and quality data verification systems. It oversees data from ~800 persons across 17 North American plants, ensuring KPI reliability and supply chain fulfillment to customers. Later expanded to European and Middle Eastern regions
- Led implementation and management of continuous improvement program in US by coordinating cross-functional SMEs to standardize and advance HR, HSE, production, quality, logistical practices, impacting 25% of regional bonuses. Acted as regional consultant by coaching SMED events, 5S, standard work, Kaizen, root cause analysis, and process mapping, demonstrating results through Power BI report implementation to regional leadership (~100 persons)
- Enhanced national recruiting productivity by 11% using DMAIC methodology

ADDITIONAL INFORMATION

Skills: Strategic transformation, organizational change, stakeholder & cross-functional project management, business process optimization, data-driven decision making, influential leadership, strategic planning, public speaking and training, Google Workspace, Microsoft Office, Tableau/SQL, data analysis

Certifications: Lean Six Sigma Black Belt, Leading the Toyota Way Masterclass, Foundations of Finance

Affiliations: Women in Business, Operations Club, Tech Club

THEODORE STEFANOS LOLES

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EDUCATION**GEORGIA INSTITUTE OF TECHNOLOGY, SCHELLER COLLEGE OF BUSINESS****Atlanta, GA****Master of Business Administration (MBA)***May 2026*

- Core Concentrations: TI:GER & Finance
- TI:GER Graduate Research Fellow (Technology Innovation: Generating Economic Results) - An experiential STEM program focused on strategy, industry analysis, and go-to-market plans for start-up commercialization
- President, Graduate Business Council (2025-Present)
- VP of Academic Excellence, Graduate Business Council (2024-2025)
- Graduate Business Curriculum Committee (2024-Present)
- Tech Club, Consulting Club, Entrepreneurship Club

George Washington University, Columbian College of Arts & Science
Bachelor of Arts, Dramatic Literature**Washington, D.C.**
*May 2013***EXPERIENCE****UNITI AI****New York, NY***AI sales agent platform built for global commercial real estate***GTM Strategy Analyst***May 2025-August 2025*

- Performed a comprehensive market analysis on self-storage market

WHITE SAIL LINEN**Atlanta, GA***Commercial laundry founded in 2016. As of 2024, revenues were in excess of \$4 million.***Partner & General Manager***April 2016-July 2024*

- Directed day-to-day operations, overseeing logistics, production, and distribution to service a client base of 100+ hotels & spas, including Marriott International & IHG properties
- Initiated and implemented an in-house data-tracking system to establish and analyze key performance metrics, driving workflow innovations and efficiency improvements, resulting in 95%+ customer retention and a 25% net operating margin
- Spearheaded full-cycle personnel hiring and onboarding training, scaling team from 3 to 35+, encompassing managers, administrators, and technicians across multiple departments
- Established a comprehensive vendor network to secure critical supplies and resources, enabling seamless operations across logistics, production, and distribution functions
- Managed an expansion into a 10,000-square-foot production facility; directed daily workflow, oversaw quality control across functions, and ensured high job satisfaction and employee retention
- Navigated company through COVID-19 pandemic, adapting business model to align with fundamental changes to hospitality market conditions, achieving a revenue increase of 25% compared to pre-COVID-19 levels

FREELANCE FILM & TELEVISION**New York, NY***Various Productions***Location Assistant & Assistant Location Manager***May 2013-March 2016*

- Scouted locations, negotiated and secured over 300 filming contracts for film and television productions
- Coordinated with local municipalities to obtain necessary permits and managed on-site logistics for dozens of television and film productions including The Americans, The Night Before, Inside Amy Schumer, Wizard of Lies, Unforgettable, Person of Interest, Weiner-Dog, and The Bleeder

ADDITIONAL INFORMATION**Skills:**

Advanced Excel, Abode Suite, Microsoft Office, Tableau, SQL, R

Languages:

English - Native, Spanish - Fluent, Greek - Basic

Certifications:

Credential of Readiness (CORe) - HBS Online, Pass with Honors, 2023

WEI LI

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EDUCATION**GEORGIA INSTITUTE OF TECHNOLOGY, Scheller College of Business** **Atlanta, GA**
Master of Business Administration (MBA), Finance & IT Management May 2026

- Full Merit-Based Scholarship, VP of Finance for Technology Club, Graduate Research Assistant in Investments

HARVARD UNIVERSITY **Cambridge, MA**
Master of Arts, East Asian Studies, *Summa Cum Laude* September 2021

- Full Merit-Based Scholarship, Student Council Department Representative, Goldman Sachs Career Pivot Program

CHINESE UNIVERSITY OF HONG KONG **Hong Kong**
Bachelor of Arts, East Asian Studies, *Summa Cum Laude* May 2017

- Full Merit-Based Scholarship, Morningside College Resident Tutor, Founder of Breaking the Glass Ceiling Program

EXPERIENCE**CVS HEALTH** **Woonsocket, RI**
Merchandising Manager, Growth Strategy & Operations May - August 2025

- Spearheaded a high-impact growth project for a Fortune 5 retailer, driving \$40M in incremental sales and a 100-basis-point market share gain through optimized merchandising operations
- Owned end-to-end commercial strategy, delivering 12 data-driven operational recommendations to C-suite stakeholders to secure enterprise-wide buy-in
- Managed a portfolio of 20+ suppliers, establishing weekly operating and negotiation cadences to optimize product mix and strengthen long-term go-to-market partnerships
- Synthesized field insights from 10+ store visits, directly informing cross-functional roadmaps and inventory priorities

IHG HOTELS & RESORTS **Atlanta, GA**
Strategy Consultant, Loyalty January - April 2025

- Partnered with Global Commercial & Marketing (GCM) leadership to develop the strategic value story for IHG One Rewards, delivering high-visibility narratives to drive guest acquisition from key competitors
- Performed rigorous white-space analysis against Marriot Bonvoy and Hilton Honoros, identifying a \$5M Formula 1 (F1) Partnership and a Points Transfer Program to capture high-value travelers
- Designed a roadmap for an AI-powered travel planner and AI-driven in-room stay enhancements, leveraging Google Cloud and Salesforce to drive revenue and operational consistency
- Developed a standardized recommendation matrix using evaluation frameworks to align senior leaders on platform investments and partnership priorities

HARVARD UNIVERSITY **Cambridge, MA**
Program Manager, Digital Transformation September 2019 - August 2024

- Owned an enterprise portfolio of 3 digital products, leading the design-to-launch lifecycle for 500,000+ global users to drive organizational digital maturity
- Managed a global ecosystem of 200+ service-partners, designing program structures, operating rhythms, and performance metrics to scale enterprise digital and AI initiatives
- Established executive communication and escalation mechanisms, aligning 20+ senior leaders on program priorities, risks, and strategic delivery tradeoffs to ensure functional consistency
- Optimized capital allocation for a \$10M+ multi-year budget by developing rigorous ROI models and financial forecasts to inform high-level strategic decision-making

CHINESE UNIVERSITY OF HONG KONG **Hong Kong**
Project Manager, Digital Learning June 2017 - August 2019

- Produced and launched 4 programs on Coursera.com, attracting 20,000+ subscribers and generating \$2.5M in revenue
- Negotiated and secured 5 digital marketing campaigns, resulting in a 1,000% increase in program enrollment
- Provided team productivity feedback and implemented workflow strategies that reduced production time by 30%
- Managed and optimized an annual team budget of \$500,000, ensuring effective resource allocation

ADDITIONAL INFORMATION**Language:** English, Mandarin, Cantonese, Japanese**Technical:** Excel, Power BI, Tableau, Python, SQL, RStudio, Azure, NVivo, Radiant, Jira**Certifications:** Microsoft AI Product Management Certificate (2025), Google Data Analytics Certificate (2023)**Interests:** Former Track & Field Athlete, Art & Design, Poker & Card Games, Tea & Mocktail Craft, Sushi Making

Will Singletary

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EXPERIENCE**RevelXP****Atlanta, GA***Director of Strategic Analysis*

October 2021-Present

- Produce pro-forma profit and loss projection models for potential new clients/business lines and contract renewals to aid in determining proper deal structure, revenue-share agreements, ability to hire full-time staff, etc.
- Lead valuation and acquisition analysis related to the Company's key strategic acquisitions including Tailgater Concierge and Tailgate Express
- Conduct research for executive management team including potential targets/acquisitions, market competitors, internal process research, staffing capabilities, etc.
- Lead internal business analyses to determine opportunities for operational efficiencies and margin enhancements for contracts up for renewal

Select Experience: College Football Playoff

- Produced initial proposal and model delivered to College Football Playoff Executive Director Bill Hancock for RFP resulting in RevelXP winning the CFP Playoff Premium business over competitors
- Lead CFP team's pro-forma analysis, forecasting, cash flow management and budgeting for the Company's largest and most significant client
- Responsible for cash flow/expense management and forecasting resulting in >200% increase in project EBITDA from first year to second year of term with CFP. Now in 4th year of contract and managing all sales reporting, forecasting & modeling.

Truist Securities (formerly SunTrust Robinson Humphrey)**Atlanta, GA***Consumer & Retail Credit Analyst*

Intern: Summer 2018 / Full Time: July 2019-August 2021

- Underwrote credit transactions to facilitate acquisition financing and balance sheet capital restructuring and / or strategic growth initiatives for investment banking clients in the Consumer & Retail industry vertical
- Analyzed financial and industry trends to create detailed cash flow and valuation models used to assess debt capacity, cash flow stability, and the pro-forma impact of acquisitions on Company performance
- Assisted in the management of ~\$3.5BN of Truist Exposure to 23 clients in multiple sub-verticals including the following: retail, consumer products, REITs, restaurants & foodservice, gaming, automotive and food & beverage
- Assisted deal teams in the structuring of covenants, pricing, and other terms for clients' debt financings
- Worked with portfolio managers and investment bankers to identify new business opportunities for our clients across multiple product areas including syndicated & leveraged finance, capital markets, equipment finance, treasury management, and derivatives
- Conducted real time industry-wide data and trend analysis on the impact of Covid 19 on the Consumer & Retail industry

Select Transaction Experience: Completed 20 credit underwritings for clients across 2+ years at Truist**Aaron's LLC** – Refinancing / Debt Issuance

- Underwrote a \$45MM commitment as Left Lead Arranger to Aaron's \$275.0MM in senior unsecured credit facilities to support the Company's refinance associated with its spin-off of the Progressive Leasing business
- Created a seven-year pro-forma projection model (base & downside case) analyzing the Company's capital structure, free cash flow generation, and risk profile
- Coordinated with the client to respond to lender questions and ensure successful transaction syndication

Jacksonville Jaguars*Marketing & Operations Intern**Summer 2017 - London, United Kingdom**Scouting Intern**Summer 2021 - Jacksonville, Florida***EDUCATION****Georgia Tech Scheller College of Business - Evening MBA**

Candidate – Expected Graduation Summer 2027

*Concentrations: Entrepreneurship & Real Estate**Atlanta, GA***Washington and Lee University**

Graduated May 2019

*Bachelor of Science in Business Administration; Bachelor of Arts in Philosophy**Lexington, VA***Episcopal School of Jacksonville**

Graduated May 2015

*Cum Laude Society (Top 20% of class); Received ESJ Athlete Scholar award**Jacksonville, FL***OTHER**

- Certifications: Series 63, Series 79, Securities Industry Essentials (SIE)
- Interests: Jacksonville Jaguars; Atlanta Braves; Georgia Tech/Florida Athletics; Golf; Squash; Chess; Tennis; Philosophy



BRITTON D. SMITH

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Commercial Real Estate graduate student at Georgia State University with hands-on experience in property acquisition, renovation, and asset management. Manager of a multi-property residential portfolio in metro Atlanta, specializing in financial modeling, market research, and value-add strategies. Guided by a deontological ethics framework, prioritized principled decision-making and team-centric collaboration, believing diversity of perspectives fosters well-rounded, high-yield outcomes. Skilled in pro forma forecasting, due diligence, and cash flow analysis to drive strategic investment decisions.

EXPERIENCE**MOSELLA ACQUISITIONS RE PORTFOLIO**

Atlanta, GA

Manager

November 2019 - Present

- Maintained 90%+ occupancy rate through innovative leasing strategies and leveraged historic property tax incentives for long-term returns
- Developed strategic pro forma models for cash flow forecasting and implemented scalable investment processes
- Built and oversee a portfolio of single-family rental properties inside the perimeter of metro Atlanta
- Leveraged strategic acquisitions and value-add renovations to maximize returns, achieving a 32% uplift in property value within 22 months

WORK EXPERIENCE**EMORY UNIVERSITY HOSPITAL EYE CENTER**

Atlanta, GA

Operations & Low Vision Clinic Manager

June 2016 - August 2024

- Supervised business operations and financial modeling for clinic with \$33 million annual revenue stream
- Coordinated market feasibility and demographic studies to support strategic site selection for new retail locations, driving 25% growth in regional sales
- Managed financials, including P&L oversight, cash flow management, and CapEx planning
- Partnered with real estate teams to negotiate leases and perform financial due diligence on potential location expansion to achieve pro-forma generated projections for 8-year growth track
- Administered risk assessments and operational due diligence ensuring compliance

EDUCATION**Georgia State University, J. Mack Robinson College of Business**

Atlanta, GA

Master of Science in Commercial Real Estate (In Progress)

July 2026

Purdue University

GLOBAL CAMPUS

Bachelor of Business Administration (BBA)

November 2025

- Bachelor of Business Administration - Real Estate (BBA), Magna Cum Laude GPA: 3.84

SPECIAL SKILLS, HONORS, AWARDS AND ACTIVITIES

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- | | | |
|--|--|--|
| <ul style="list-style-type: none"> • Financial Analysis & Modeling: Excel DCF, IRR and NPV, Argus Enterprise Certified, A.CRE model proficient • Leadership & Ethics: Team-centric collaboration, workplace thought diversity advocacy | <ul style="list-style-type: none"> • National Society of Leadership & Success • Phi Theta Kappa Scholar • Phi Sigma Pi Scholar • Alpha Beta Kappa Member • Dr. Colquitt L. Chandler Endowment Recipient | <ul style="list-style-type: none"> • Property Acquisition & Asset Management: Lease structuring, CapEx planning, tenant retention • Due Diligence & Underwriting: Risk assessment, valuation, property inspections |
|--|--|--|

Delilah McMahan
Atlanta, GA 30308

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EDUCATION

Georgia State University - Atlanta, GA

- M.S. of Science in Commercial Real Estate Candidate - 2026

Loyola Marymount University - Los Angeles, CA

- B.A. of Business Administration, Management Major - 2024

Hawaii Preparatory Academy - Waimea, HI

PROFESSIONAL SUMMARY

- Master of Science in Commercial Real Estate candidate with hands-on experience in acquisitions, dispositions, and underwriting through roles at McMahan Group and New Western.
- Skilled in ARGUS Enterprise, Excel modeling, and financial analysis, with a strong foundation in commercial real estate development and investment sales.
- Leverages my analytical skills to drive successful projects, create measurable value for the company, and play a foundational role in its long-term growth.

PROFESSIONAL EXPERIENCE

Trimont - Atlanta, GA 12/2025 - Present -Credit and Asset Management Associate

Specialized global commercial real estate loan services provider.

- Interpret complex loan agreements to accurately apply loan terms in asset management activities.
- Work closely with various internal teams to streamline asset servicing and ensure precise and prompt reporting.
- Employ a range of software and applications to manage and monitor data related to properties, borrowers, and asset performance.
- Organize and assess monthly financial statements from borrowers, along with other required reports.

McMahan Group - Louisville, KY 08/2021 - 11/2025 - Real Estate Development Analyst

McMahan Group is a Louisville-based commercial real estate developer specializing in retail and medical office projects across Kentucky and its surrounding states.

- Assist in underwriting and financial modeling using ARGUS Enterprise and Excel for new developments, including the Baptist Health Breckenridge (120,000 SF) and Northcrest Shopping Center acquisition.

New Western - Atlanta, GA 07/2024 - 09/2025 - Investment Real Estate Agent

New Western is the largest buyer of distressed investment property nationwide, specializing in off-market residential acquisitions for investors.

- Structure and facilitate the sale of off-market investment properties to real estate investors, averaging four property closings per month, and recognized as the top salesperson in the Georgia office for consecutive months.

Buckingham Investments - Los Angeles, CA 08/2020 - 07/2021 - Research Analyst Intern

Buckingham Investments is a Los Angeles-based real estate investment and brokerage firm specializing in multi-family acquisitions and investor advisory services.

- Conduct market research and financial analysis to evaluate multi-family investment opportunities using CoStar, MLS, and Excel. Prepare investment memorandums and quarterly reports to support brokers.

SKILLS, LICENSES, & CERTIFICATIONS

- Financial Modeling & Underwriting (Excel & ARGUS Enterprise)
- Investment Sales, Acquisitions & Transaction Management
- Real Estate Market Analysis & Asset Valuation
- Market Research, Negotiation & Contract Management
- Georgia Real Estate License #443420
- ARGUS Enterprise Certificate (ACG)

CLUBS & AFFILIATIONS

- Director - McMahan Group Foundation
- Member - CRE Finance Council (CREFC)
- Member-CREW Atlanta Chapter
- Member - CREG Commercial Real Estate Group at GSU

JACK SHELTON

www.linkedin.com/in/jackshelton01 Mobile: (404) 735-9540 jackdshelton@gmail.com

EXPERIENCE

HATHAWAY DEVELOPMENT

Atlanta, GA

Development Manager

January 2020 - Present

- Manage project development and construction from inception to completion on all ground up multifamily apartment projects
- Source and identify land, send out an LOI and execute a PSA through broker relationships
- Conduct due diligence efforts including project underwriting, market research, obtaining title, required surveys, and all necessary environmental work
- Engage with local municipalities and attorneys to secure all necessary permits and approvals to build
- Coordinate with architects, civil engineers, and interior designers on overall project design, plan development, and vision
- Collaborate with the General Contractor to ensure project stays within scope, on time and on budget
- Partnered with onsite leasing staff to ensure a smooth and effective operation per proforma investment
- Closed into fourteen new projects, totaling 4,187 apartment units and total project cost of roughly \$676 million dollars
- Executed with team members on development and sale of 1,820 units for over \$427 million dollars

EDUCATION

University of Georgia, Terry College of Business

Athens, GA

Bachelor of Business Administration in Management

December 2017

- Hope Scholarship Recipient
- Certificate of Entrepreneurship (Minor)

University of Sydney

Sydney, Australia

November 2015

- Gained an in-depth understanding of international business relationships and cultural variations
- Developed an understanding of different perspectives by pursuing both educational and cultural traveling experiences

SKILLS

- Proficient in Salesforce, CoStar, and Microsoft Office

INTERESTS

- Exercising, Golf, Hunting, Reading, Traveling

Kateryna Sopizhenko

7065724937 ksopizhenko1@student.gsu.edu
[Kateryna Sopizhenko](#)

EDUCATION**Georgia State University, Robinson College of Business**

Bachelor of Business Administration, Finance, Risk Management & Insurance

Atlanta, GA

January 2018 - December 2020

WORK EXPERIENCE**Kangal Mortgage Brokers, LLC**Managing Mortgage Broker

Peachtree Corners, GA

March 2023 - Present

- Established and currently operating a full-service independent mortgage brokerage licensed in Georgia and Florida, leading a team of two loan originators and an in-house processor.
- Direct all facets of business, including compliance, licensing, lender partnerships, marketing initiatives, and overall client service.
- Mentor and guide loan originators on sales conversion strategies, lending guidelines, and superior client service, contributing to a 61% increase in referral volume.
- Coordinate the loan process from pre-approval through closing, facilitating seamless communication between borrowers, real estate agents, and underwriting teams—achieving a 97% satisfaction rate.
- Cultivate long-term client relationships through transparency, education, and ethical lending practices.

K23 Realty, LLCQualifying Real Estate Broker

Peachtree Corners, GA

May 2023 - Present

- Founded and managing a real estate brokerage with a team of 6 licensed agents, specializing in residential and investment properties.
- Oversee all brokerage operations including recruiting, training, compliance, and marketing strategies.
- Implement performance metrics and coaching programs, resulting in a 37% increase in agent productivity.
- Administer financial planning, budgeting, and operational decisions to support sustained profitability.
- Utilize CRM systems and digital marketing to drive lead generation and customer retention.
- Maintain strict adherence to state and federal regulatory standards, ensuring ethical and legal operations.

ADDITIONAL EXPERIENCE**Real Estate Insight, LLC**School Director & Instructor

Norcross, GA

October 2024 - Present

- Develop and teach engaging, compliant, and practical 3-hour CE courses focused on mortgage, commercial lending, buyer pre-approvals, and industry best practices.
- Ensure compliance with Georgia Real Estate Commission (GREC) education standards and timely course renewal and approval.
- Offering live and virtual instruction, incorporating real-world scenarios to enhance agent learning and retention.
- Monitor attendance, report credits to GREC in accordance with regulatory guidelines.

LEADERSHIP EXPERIENCE**UKRAINIAN CONGRESS COMMITTEE OF AMERICA (UCCA) - GA Branch**Non-profit Bookkeeper

Atlanta, GA

January 2022 - March 2025

- Deliver timely filing of state and federal nonprofit compliance documents, including IRS Form 990.
- Maintain accurate general ledger and financial records in accordance with nonprofit accounting standards (GAAP).
- Track and categorize donations, grants, and program-specific funding to ensure proper fund allocation within two days of submission.

SUMMARY

Accomplished Mortgage and Real Estate Broker with over seven years of experience converting leads into valuable business opportunities. Recognized for supervising composure in high-pressure situations and delivering results with confidence and professionalism. Committed to providing tailored real estate and financing solutions aligning with each client's unique goals and needs.

LANGUAGES

- English (Professional), Ukrainian (Native/ Bilingual), Russian - (Native/ Bilingual).

Zachary Cole, CIMA®

zcole.netw@gmail.com • (256)937-8381

Experience

TWICKENHAM ADVISORS Huntsville, AL
Investment Analyst 2022 – Present

Voting member of the investment committee. Support investment team functions: portfolio construction, public and private manager investment due diligence, etc. Combine qualitative and quantitative research into formalized investment due diligence for the investment committee. Design automated programs in R/RStudio to increase efficiency of human capital. Redesign processes for tracking and monitoring private market investments, significantly increasing the accuracy and timeliness of reporting. Led performance improvement plan for operations team's processes and procedures. Maintain multiple industry licenses and certifications.

ASTERIA REAL ESTATE, LLC Huntsville, AL
Owner 2024 – Present

Support strategic decision-making by advising daily operators on high-level business issues, focusing on market conditions, competitive landscape, company culture, and incentives. Designed and implemented a compensation structure to align with company growth objectives and counter-position against industry norms.

ASTRO PROPERTY MANAGEMENT, LLC Huntsville, AL
Owner 2020 – Present
Owner & Business Development Manager 2016 – 2019

Promote the service offerings by networking in real estate investor communities and presenting our value proposition, focusing on incentive alignment between the firm and client. Assist new investors in better understanding real estate investment, local market analysis, and the management process. Created onboarding material for new and prospective clients.

UNITED STATES MILITARY / PRIVATE CONTRACTOR Global
Recon Marine – Soldier / High Threat Consultant 2007 – 2019

Education

UNIVERSITY OF ALABAMA IN HUNTSVILLE Huntsville, AL
 B.S., Economics & Computational Analysis, minor Management & Leadership August 2022

Academic Honors: *summa cum laude*

2022 Departmental Honors Award in Economics

2022 College of Business Impact Award – Research Support

UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS Chicago, IL
 Executive Education Program – Chicago Booth CIMA® Education Program July 2024

GEORGIA STATE UNIVERSITY ROBINSON COLLEGE OF BUSINESS Atlanta, GA
 M.S., Commercial Real Estate July 2026

NATHAN BELL

Research Manager

nbellmscre96@gmail.com | Atlanta, GA

PROFESSIONAL SUMMARY

Commercial real estate professional with experience in market research, data analytics, and insight-driven reporting across multiple property types. Proven ability to translate market, economic, and demographic data into actionable insights that support investment, development, and strategic decision-making. Currently pursuing a Master of Science in Commercial Real Estate, with a focus on real estate finance, underwriting, valuation, and applied analytics.

EXPERIENCE

Lincoln Property Company | Atlanta, GA

Research Manager

01/2023 - Present

- Lead cross-sector market research across office, industrial, and other commercial assets, producing insights that shape investment strategy and development planning.
- Prepare Investment Committee materials and investor-facing decks, translating market fundamentals and capital markets trends into clear, actionable insights that support investment decisions.
- Analyze local and regional market conditions, including supply-demand dynamics, pricing trends, and economic indicators, producing reports that inform internal teams, investors, and brokers.
- Deliver institutional-quality reports, pitch materials, and data visualizations that strengthen client engagement and reinforce market credibility.
- Collaborate with acquisitions and development teams to integrate market intelligence into underwriting, feasibility, and site evaluation analyses.
- Oversee research infrastructure and data governance processes, improving data accuracy, reporting efficiency, and analytical rigor across the organization.

Colliers International | Atlanta, GA

Research & Business Development Associate

08/2021 - 01/2023

- Produced market reports, submarket analyses, and custom client reports used to support brokerage and advisory assignments.
- Supported business development efforts by identifying potential clients, building targeted contact lists, and providing market intelligence to guide outreach strategy.
- Maintained research databases to ensure accuracy and consistency of market information, and trained staff in the use of research and analytics software.

LeaseQuery | Atlanta, GA

Lease Analyst

03/2020 - 08/2021

- Abstracted lease documents and maintained data accuracy within accounting software.
- Analyzed financial records and lease terms to ensure accurate rent payment schedules and future obligations.

EDUCATION

Master of Science (M.S.) in Commercial Real Estate Candidate

Georgia State University

Expected graduation August 2026

BBA in Marketing

University of Mississippi

May 2019

SKILLS

- Commercial Real Estate Market Analysis
- Reporting, Data Visualization & Market Presentations
- Investment Research & Strategic Insights
- Real Estate Data Analytics, Trend Analysis & Forecasting
- Financial Modeling

CERTIFICATIONS

- CRE Analysis & Investment MIT Certificate
- Argus Certification
- Salesperson License, Licensed in the state of Georgia

Property Administrator

J.D. DAVIS

Atlanta, Georgia 30349
404.932.2644

JDDavis278@gmail.com
linkedin.com/in/jamal-d-davis-28829437/

Objective

Performance-focused real estate professional experience with Class A commercial and residential assets. Proven success optimizing Net Operating Income through strategic financial reporting, cost-effective vendor procurement, and sustainable, high-visibility operational improvements.

Experience

Dunwoody, GA July 2021 - Current
The RMR Group as the Property Administrator

- Prepare and assess management reports, budgets, and variance tracking to encourage ownership decision-making.
- Developed and executed comprehensive sustainability strategies for high-performance buildings, resulting in optimized operating costs and improved tenant experiences.
- Process accounts payable, accounts receivable, CAM reconciliations, billing, and invoicing with strong financial accuracy.
- Coordinate vendor procurement by preparing RFPs, evaluating bids, and facilitate contract selection.
- Help senior leadership and engineering teams with building operations, incident reporting, fire life safety, and insurance claims.

Atlanta, GA June 2019 - July 2021
Stream Realty Atlanta as the Property Management Associate

- Facilitated property management, construction coordination, and financial operations for commercial real estate portfolios.
- Approved and processed vendor invoices by validating scope, insurance compliance, and correct GL coding.
- Orchestrated vendor, accounting, and ownership communication to resolve discrepancies efficiently.
- Assisted with insurance procurement, utility contracts, and real estate tax review processes.
- Assembled and distributed owner reporting packages, including tenant aging reports.

Atlanta, GA May 2018 - March 2019
Greystar Management Services as the Assistant Property Manager

- Contributed to budgeting, income projections, and operational reporting for multifamily assets.
- Maintained accurate rent rolls, delinquency tracking, and resident transaction records.
- Enforced lease compliance, encouraged renewals, approved applications, and supported eviction proceedings when required.
- Operated assets in accordance with ownership goals, company policies, and regulatory standards.

Atlanta, GA June 2019 - July 2021
First Communities Management as the Leasing Consultant

- Provided the Community Manager with reporting, resident communications, move-ins/move-outs, billing, financial tracking, and market surveys.
- Promoted resident satisfaction and retention by promptly addressing inquiries, complaints, and service requests, ensuring timely and effective resolution.
- Monitored maintenance service request performance to ensure compliance with company response and completion standards.
- Leveraged real-time market data to restructure leasing strategies, driving consistent portfolio occupancy and revenue growth.

<u>Education</u>	<u>Associations</u>	<u>Credentials</u>	<u>Core Competencies</u>
May 2026 Master of Science in Commercial Real Estate Georgia State University	Atlanta Board of Realtors Project REAP BOMA Georgia	BOMI-HP Designation University of Georgia Property Management Georgia Realtor	Problem-solving: The ability to evaluate situations and find effective solutions Teamwork: Works well with others and thrive in a team environment Adaptability: Can adjust to new situations & continue working at a high level
December 2010 Bachelor of Business Administration Mississippi State University			

Dr. Yesim Ozbarlas, Ph.D., M.A., M.B.A.

Atlanta, Georgia | (404) 580-3965 | y.ozbarlas@hotmail.com

PROFESSIONAL SUMMARY

Multilingual educator, commercial real estate graduate student, and international academic leader with extensive experience in higher education, global program development, and entrepreneurship. Currently pursuing a Master of Science in Commercial Real Estate while serving as Graduate Research Assistant to the Chair of the CRE Department. Founder of a private investment firm focused on strategic real estate investments.

EDUCATION

Master of Science in Commercial Real Estate (Expected Fall 2026)

Georgia State University – Graduate Research Assistant to Department Chair

Ph.D., Middle & Secondary Education (Language & Literacy)

Georgia State University

M.A., Spanish Linguistics – Georgia State University

M.B.A., Management – Charleston Southern University

B.A., International Business (Financial Accounting) – European Business College, Germany

PROFESSIONAL EXPERIENCE

Graduate Research Assistant – Chair, Commercial Real Estate Department

Georgia State University (2025–Present)

- Research support, academic coordination, financial modeling assistance, and program development.

Founder & Managing Member – Yesim Blair Investment, LLC

- Private investment firm focused on strategic real estate and asset management initiatives.

President – EduBlock

- Educational blockchain initiatives for universities and public institutions.

Co-Founder – Ravela, LLC

- Ethical fashion venture integrating circular fashion and blockchain transparency.

LEADERSHIP & INTERNATIONAL PROGRAMS

Developed and led international study abroad programs to Germany, Turkey, Peru, and China.

Secured international grants and managed cross-cultural academic partnerships.

AWARDS & GRANTS

Turkish General Consulate Grant (\$17,000) | DAAD Dissertation Grant (Germany) | NCTE

Scholarship Award | Multiple International Research & Travel Grants

LANGUAGES & TECHNICAL SKILLS

Languages: German & Turkish (Native); English (Fluent); Spanish, French, Italian; Latin, Japanese, Hebrew

Technical: SPSS, Microsoft Office Suite, Financial Modeling (Excel), Mac OS



Terry College of Business
UNIVERSITY OF GEORGIA

Mills Whiting

Athens, GA | mills.whiting@uga.edu | 704-975-5157 | linkedin.com/in/mills-whiting

EDUCATION

UNIVERSITY OF GEORGIA, TERRY COLLEGE OF BUSINESS, Athens, GA August 2024-May 2026

MBA - Real Estate, Finance

- GPA: 3.85

NORTH CAROLINA STATE UNIVERSITY, Raleigh, NC August 2015-December 2019

BS – Mechanical Engineering, cum laude

- Cum Laude, Fraternal Organization President. Study Abroad – Prague, Czechia (2017)

WORK EXPERIENCE

Edward Jones, St. Louis, MO May 2025-August 2025

MBA Summer Associate

- Supported the development of an AI strategy with a focus on prioritization of technology and enablement initiatives based on ROI, scalability, and firmwide initiatives
- Designed a strategic evaluation framework for assessing over 15 AI use cases across business units
- Developed executive-level presentations and implementation process models to support AI capability planning for long-term investment

Accenture, Charlotte, NC January 2022-July 2024

Consulting Senior Analyst

- Led cross-functional client engagements across financial services, healthcare, tech and public sectors, advising on cybersecurity strategy and technology risk
- Streamlined enterprise risk management processes by onboarding over 85 project teams and analyzing against 400 security policies within a SaaS security solution
- Created and defined a government agency cybersecurity operating model and assessed 23 separate organizations with targeted remediation efforts for improvement
- Delivered financial reporting materials over an 18-month period to regional executive sales leadership to assess the financial health of a regional security practice

Technology Analyst August 2020-January 2022

- Audited and reviewed system logs and project management processes for over 400 team members across multiple business lines
- Conducted in-depth security process analyses and orchestrated monthly access control reviews for an essential cross-division project with over 500 elevated users
- Served as the initial point of contact for data protection related questions for a governmental account team with 10-12 different active projects

PROJECT EXPERIENCE

- NAIOP Georgia Case Competition (April 2025) – Developed financial models and investment strategy for an industrial real estate development
- Manufacturing Engineering Intern, Hog Slat, Inc (2019) – Led facility launch preparation and product redesign for 85% cost reduction

SKILLS

- Certifications: AWS Cloud Practitioner, Certified US Sailing Instructor, Eagle Scout
- Skills: Advanced Excel, PowerPoint, Financial Modeling, Tableau, Executive Communication
- Interests: Sailing, carpentry, gardening, sustainability, Junior Achievement financial literacy volunteer

BRENDON STEFFES

3113 Bransford Road | Augusta, GA 30909
 bsteffes@outlook.com | 706-495-5332 | www.linkedin.com/in/brendon-steffes

EDUCATION

UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS, Athens, GA August 2024- May 2026

MBA— Finance, Real Estate

- NAIOP Georgia School Challenge, Full Tuition Scholarship, Graduate Assistant

MERCER UNIVERSITY, Macon, GA

2014-2018

BBA— Economics

WORK EXPERIENCE

EPS DEVELOPMENT, Augusta, GA

April 2022-December 2025

Sponsor

- Acquired five historic buildings for adaptive reuse into 67,000 SF Multifamily and Mixed-Use developments
- Managed construction financing and refinance from construction to permanent debt, negotiated lease terms for 10-year retail leases
- Managed critical development and operational functions including budgets, entitlements, design, asset management, and legal
- Regularly attend zoning hearings and secured preferred tax incentives such as tax abatements and State/Federal Tax Credits
- Review Real Estate & Transaction documents and manage diligence checklists with over 150 deliverables

CRESCENT COMMUNITIES, Charlotte, NC

June 2025-August 2025

Development Summer Associate

- Researched medical office development and underwrote \$100MM + Co-GP opportunity using Excel
- Helped build offering memorandums for debt and equity pursuits on active deals in development pipeline
- Audited asset management reports for Industrial portfolio and identified 5 properties with inaccurate SF calculations in management system
- Built pricing model for 30+ townhome pads near Alpharetta, GA in an effort to recapitalize equity

RECOVERY WIRELESS, Augusta, GA

March 2019-April 2022

General Manager

- Launched new business for IT asset decommissioning for enterprise clients and grossed over \$1.5 Million in sales in first full year. Managed staff of 4 employees & Profit Center P&L
- Produced \$2.4MM in sales and exceeded budgeted revenue by 30% in 2021
- Created new processes and controls for inventory management, employee training, and accounting leading to increased efficiency and profitability
- Helped M&A project management with diligence requests for acquisition by Motus

PERSONAL CAPITAL, Denver, CO

September 2018-March 2019

Associate Vice President

- Made 150 + calls to connect with 20+ leads/day and set 100 appointments / month for senior sales advisors
- Helped bring in over \$20 Million of Assets under Management
- Selected for business review board to lead direction of sales team for improvement and development. Led new initiative to automate voicemails saving over 30 seconds per call

ADDITIONAL INFORMATION

- Technical Skills: Microsoft Excel & PowerPoint, Yardi
- Trustee, Historic Augusta
- Volunteer at Grand Teton National Park, Climbing Ranch

Sydney Kennedy

332 Olde Chapel Trail
Pittsburgh, PA 15238

(412) 419-4703
sydneykennedy@gmail.com

338 S Milledge Ave
Athens, GA 30605

EDUCATION

The University of Georgia, Athens, GA

May 2026

- **Majors:** Bachelor of Business Administration in Finance & Real Estate
- **GPA:** 3.94/4.00
- **Honors:** Presidential Scholar (4.0 Semester), Dean's List, Classic Scholarship (Partial Tuition for Academic Excellence)

FINANCIAL EXPERIENCE

Bain Capital Real Estate, *Summer Analyst*, Boston, MA

June 2025 - Present

- Selected for BCRE's highly competitive internship program (<0.3% acceptance rate); placed on the Living vertical
- Built 10+ pro forma models to assess investment opportunities across senior housing, student housing, and multifamily assets
- Developed and presented a new Student Housing Sale-Leaseback business plan to senior executives, projecting 20%+ IRR

PGIM Real Estate Debt and Equity, *Intern*, Atlanta, GA

June 2024 - August 2024

- Completed a rigorous 10-week rotational internship program rotating between Seniors Housing Transactions, Industrial Asset Management, Debt National Account Originations, and Debt Portfolio Management
- Presented to top executives a summer long project that consisted of financial modeling, market research and equity returns
- Created market research on major global city cap rates to assist in debt portfolio management analysis of their loans

Howard Properties, *Property Manager's Assistant*, Athens, GA

August 2023 - Present

- Manage the day-to-day operations of over 150 rental properties and update rent collections and resident records accordingly
- Relay tenant concerns such as property damage, renewing of leases, and property acquisition to company owners daily
- Resolve tenants' questions, concerns, and property repairs in a timely manner by answering phone calls and emails

Project Destined, *Academy Member*, Athens, GA

September 2023 - Present

- Attend weekly informational sessions with the Global Real Estate Academy on topics such as Market and Property Analysis, Deal Financing, Valuation Fundamentals, and networking skills within the industry
- Completed their Real Estate 6-week Financial Modeling Certification program and passed exam with 100% score

LEADERSHIP & RELEVANT EXPERIENCE

Real Estate Society, *President*, Athens, GA

August 2024 - Present

- Serve as President and Treasurer (2024), overseeing a 500+ member organization with 20+ corporate sponsors; lead an 8-member executive board to strategically allocate funds, resources, and execute initiatives
- Launched a mentorship program connecting students to provide recruitment guidance and mock interview preparation
- Organize and lead weekly meetings with corporate partners, facilitating networking opportunities with top real estate firms

Terry Ambassador, *Ambassador*, Athens, GA

January 2024 - Present

- Selected from over 500+ applicants to become 1 of 30 Terry Ambassadors that exemplify the business schools' core values
- Promote diversity and pride within Terry College to demonstrate my leadership skills and harness networking skills
- Gain key presentation skills, increase leadership potential and develop a strong network of peers, alumni, and professionals

Institute for Leadership Advancement Leonard Leadership Scholar, *Scholar*, Athens, GA

February 2024 - Present

- Selected to a 2-year highly selective program as 1 of 30 ILA Leonard Leadership Scholars for the class of 2026
- Identify my leadership capabilities through innovative courses, enriching extracurricular activities and service opportunities
- Serve as a consultant on a service-learning project that explores qualitative research, benchmarking, and project management

Women in Finance, *Member*, Athens, GA

August 2022 - Present

- Attend weekly meetings with potential employers to learn more about the opportunities provided to women in the industry
- Participate in a mentorship program with older Terry Business School students to gain advice on internships and networking

Pi Sigma Epsilon, *Member* Athens, GA

August 2022 - Present

- Invited to join professional fraternity at the University of Georgia as 1 of 55 new members with less than a 20% acceptance
- Gain hands-on experience through experimental learning opportunities, participate in conferences regionally, and meet with professionals through PSE's corporate member program

Pittsburgh Youth Lacrosse, *U-10 Assistant Coach*, Pittsburgh, PA

September 2018 - Present

- Mentor a team of 20+ elementary-aged girls and helped to run a six-week fall program for the surrounding community
- Created an eight-week summer program for elementary-aged girls with a four-person coaching staff to enhance player's skill

INTERESTS

Cycling, Women's Lacrosse, Local Restaurants, Pittsburgh Steelers, Red Bull, Pickleball, Hiking

JOHN PRZYGOCKI

johnhprzygocki@gmail.com | 513-544-7902 | linkedin.com/in/john-przygocki/

EDUCATION

UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS, Athens, GA August 2024-May 2026
MBA— Finance, Real Estate, Business Analytics

- NAIOP Georgia School Challenge Case Competition

FLORIDA ATLANTIC UNIVERSITY, Boca Raton, FL August 2015-May 2019**BBA— Finance**

- NCAA Division 1 Cross Country Athlete: C-USA Commissioner's Honor Roll, FAU All-Academic Team

WORK EXPERIENCE

HERSHEY, Hershey, PA May 2025-August 2025**Finance Intern**

- Developed financial models using Circana and proprietary data to evaluate competitor pricing and packaging strategies, supporting revenue growth management initiatives
- Analyzed historical competitor approaches to shrinkflation and price pack architecture to forecast implications for Hershey's pricing and portfolio strategy
- Delivered strategic recommendations and competitive insights to senior finance leadership to inform long-term pricing and portfolio strategy decisions

DELOITTE, Jacksonville, FL October 2022-June 2024**Internal Compliance Analyst**

- Mitigated regulatory and policy risks by auditing the investment holdings of Deloitte professionals to ensure compliance with financial independence standards
- Facilitated root cause analysis of compliance violations, partnering with stakeholders to develop strategies for preventing future infractions
- Analyzed complex corporate structures to identify affiliate relationships under SEC/PCAOB/AICPA regulations
- Produced monthly reports and presentations for Compliance Managing Directors, influencing governance decisions

KIAVI, Pittsburgh, PA April 2022-September 2022**Loan Analyst**

- Evaluated borrower credit profiles, collateral documentation, and loan structures for real estate investment loans
- Advised on financing terms balancing borrower requirements with institutional risk parameters
- Assessed debt service coverage ratio and property cash flows to determine debt sizing and loan feasibility

BETTER.COM, Charlotte, NC February 2020-March 2022**Underwriting Associate (2021-2022)**

- Maintained a \$10MM+ monthly underwriting pipeline, ensuring all applications met Fannie Mae requirements
- Audited borrower financial profiles to determine debt to income (DTI) and maximum loan to value (LTV) based on assets, liabilities, and income
- Partnered with client facing teams to clarify loan requirements and accelerate the funding lifecycle

Processing Expert (2020-2021)

- Managed \$30MM+ in monthly loan volume, ensuring high accuracy to reduce underwriting timeline
- Managed a pipeline of 70+ loan files consisting of conventional, jumbo, and partnership files
- Trained and mentored new hires who exceeded performance benchmarks

WYNDHAM CAPITAL MORTGAGE, Charlotte, NC July 2019-February 2020**Operations Support Specialist/Mortgage Associate**

- Directed closing and funding logistics, executing quality control audits and wire reconciliation
- Structured individualized financing strategies aligned with individualized financing needs

ADDITIONAL INFORMATION

- Skills: Microsoft Suite, Google suite, Power BI, SQL, CoStar, Credit Risk, Underwriting, Valuation, Circana

TOMMY WARNER III

Athens, GA 30602

tommy.warner@uga.edu | 706-207-9678 | [LinkedIn](#)**EDUCATION**

UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS, Athens, GA August 2025-May 2027**MBA – Real Estate, Finance, Strategy**

- NAIOP Case Competition, Terry Excellence Scholar, Nonprofit Board Fellow (NE Georgia Hockey Assoc.)
- **Relevant Courses:** Real Estate Finance, Financial Analysis, Financial Accounting, Macroeconomics

EMORY UNIVERSITY GOIZUETA BUSINESS SCHOOL, Atlanta, GA August 2019-May 2023**BBA – Finance & Marketing**

- Real Estate Private Equity Board (Voting Member), Kappa Alpha Order – Epsilon Chapter (President)

WORK EXPERIENCE

[Fiserv Solutions LLC \[NYSE: FI\]](#), Alpharetta, GA July 2023-July 2025**Financial Analyst II – Enterprise Payment Solutions** (July 2024-July 2025)

- Partnered with sales executives and professional services teams to maintain budgets, forecasts, and monitor the billing & recognition of \$200M+ in annual revenue for Fiserv's Automated Clearing House, Commercial Treasury Management Software, & Automated Account Billing System product portfolios
- Piloted month-end close process of product portfolio accounting books to ensure company policy and GAAP compliance for revenue recognition for account processing, professional services, and software licenses
- Analyzed net new sales and renewal contracts to ascertain optimal pricing schedules and deal structure to align with corporate strategy initiatives while meeting business unit financial commitments
- Conducted billing audit initiative, reviewing 958 corporate clients and uncovering an 18% invoicing error rate amounting to >\$1.4M in annual impact revenue

Financial Analyst – Global Tech & Ops (July 2023-July 2024)

- Led infrastructure team's annual headcount audit and compensation budget initiative; maintained headcount reporting for 5,000+ global technology services employees/contract workers
- Coordinated headcount system restructuring efforts following M&A activity, business divestitures, and large-scale adjustments in force to maintain proper reporting for Finance, HR, and business unit executives
- Conducted monthly financial reporting and accounting processes for Fiserv's Artificial Intelligence & Server Tools business units, representing over \$50M in annual spend across licensing, infrastructure, & labor costs
- Maintained financial reports for the development of Fiserv's internal LLM and Agentic AI, Atrium
- Analyzed \$150M+ in software, hardware, and PP&E sourcing contracts to determine associated financial risk, run-rate, capitalization rates, and company accounting policy compliance

[Newell Brands \[NASDAQ: NWL\]](#), Chicago, IL May 2022-August 2022**FP&A/FinOps Summer Analyst**

- Retooled and operated Newell Brand's Outdoor and Recreation P&L build to analyze and monitor \$1.6B in annual revenue across global markets to inform business decisions and forecasts
- Maintained accounts receivable, net productivity, overhead, and time-stamped sales reports in both Excel and Power BI, reporting and communicating daily trends to business unit leadership
- Delivered SKU specific reports for major brands (Coleman, Contigo, Marmot) across global regions

[Drive Stewart Transportation](#), Savannah, GA May 2021-December 2021**Financial Analyst**

- Analyzed fuel consumption for fleet of 100+ trucks and five depots; cut fuel costs by more than 10%
- Partnered with drivers to correct DOT violations and maintain good standing with shipping contractors

ADDITIONAL INFORMATION

- Skills: Microsoft Office, Power BI; CoStar, Financial Modeling
- Interests: Golf, Pickleball, SNL, Athens Rock Lobster Hockey

NOAH E. EBERHARDT

Athens, GA 30605

noah.eberhardt@uga.edu | 912-409-5425 | www.linkedin.com/in/noah-eberhardt1020

EDUCATION

UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS, Athens, GA August 2025-May 2027
MBA – Finance, Real Estate, Business Analytics

- ROMBA Fellow, Terry Excellence Fund Scholarship

UNIVERSITY OF GEORGIA TERRY COLLEGE OF BUSINESS, Athens, GA August 2019-May 2022
BBA – Finance

- Zell Miller Scholarship & HOPE Scholar (Full-tuition, merit-based scholarships), HERO Club

WORK EXPERIENCE

Cobblestone Property Management Group, Athens, GA December 2022-Present
Finance & Operations Manager (July 2024-Present)

- Collaborated with external corporate asset manager and in-house accountant to manage financial reporting and analysis for a 350-unit multi-family portfolio with 450+ owner-investors, enhanced investor confidence and informed strategic asset management decisions through timely and transparent reporting
- Improved operational efficiency by creating and implementing standardized financial workflows for vendor management, empowering on-site teams, and freeing executive leadership to focus on strategic growth.
- Increased rental income by ~15% across a 350-property portfolio by leading financial modeling and variance analysis to identify and execute revenue optimization and cost-reduction opportunities
- Served as primary liaison for executive management and investors, delivering comprehensive financial and operational reports to guide key asset management decisions

Property Manager (August 2023-July 2024)

- Grew Net Operating Income (NOI) by 5% over 14 months for a 119-unit asset by managing the full property budget and executing targeted revenue optimization and cost containment strategies
- Maintained 99% average occupancy by leading a cross-functional team and implementing a resident retention program based on community feedback, directly boosting lease renewal rates

Leasing Professional (December 2022-August 2023)

- Exceeded monthly leasing goals, earning distinction as a top performer and securing a promotion to Property Manager within 8 months based on superior performance and leadership potential

The Ocean Club of Amelia, Amelia Island, FL January 2019-August 2021
Banquet Organizer

- Managed end-to-end planning and execution for high-end private events, coordinating with clients, vendors, and internal teams to ensure flawless delivery and uphold premium brand standard

City of Fernandina Beach, Fernandina Beach, FL January 2018-December 2018
Ocean Rescue Lifeguard

- Collaborated with 5-person team ensuring public safety for up to several thousand daily visitors, demonstrating composure and decisive action in high-pressure emergency situations

Chick-fil-A, Kingsland, GA January 2017-December 2017
Team Member

- Cross-trained to handle multiple front-end roles to provide excellent customer service

ADDITIONAL INFORMATION

- Skills: Financial Modeling (Advanced Excel, Pivot Tables, VLOOKUP), Variance Analysis, Budget Forecasting, AppFolio, Quick Books, Microsoft Office Suite. Certifications: First Aid, CPR, and AER Certified
- Volunteer fundraiser (HERO Club at UGA), Strategy Board Games, Kayaking, Exploring National Parks

NAIOP GEORGIA

2026
NAIOP
Georgia
School
Challenge