

# 11th Annual Kellogg Real Estate Conference – Program and Bio Book

APRIL 30, 2025

KELLOGG GLOBAL HUB, WHITE AUDITORIUM

**11th Annual Kellogg Real Estate Conference | Wednesday, April 30, 2025 / Kellogg Global Hub**

- 8:00 a.m. **Registration Opens**, French Quarter, 2<sup>nd</sup> Floor
- 9:00 a.m. **Welcome**
- 9:10 a.m. to 10:00 a.m. **Fireside Chat**, White Auditorium, 2<sup>nd</sup> Floor  
Jonathan Pollack '98, President, Starwood Capital Group  
  
Moderator: K. Jay Weaver '95 MBA, Founder & Managing Partner, Quartz Lake Capital
- 10:00 a.m. to 10:15 a.m. **Break**
- 10:15 a.m. to 11:15 a.m. **Capital Markets Panel: “Evaluating Real Estate Opportunities in Uncertain Times”**  
  
Moderated by Bruce Cohen, CEO, Temerity Strategic Partners  
  
Panelists  
  
Peter Braffman '95 JD MBA, Managing Director, Grosvenor Capital Management, L.P.  
  
Michelle Herrick, Head of Commercial Real Estate, JP Morgan Chase  
  
Nooshin Felsenthal '11 MBA, Managing Director, Tishman Speyer  
  
Bryan McDonnell '00 '06 MBA, Chair of Global Debt & Agriculture, PGIM Real Estate
- 11:15 a.m. to 11:30 a.m. **Break**
- 11:30 a.m. to 12:30 p.m. **Real Estate and Technology Panel: “Inside the Digital Infrastructure Gold Rush: Data Centers, AI & the Future of Real Estate”**  
  
Moderated by Janice C. Eberly, James R. and Helen D. Russell Professor of Finance  
  
Panelists  
  
C. Michael Johnston '07, Partner, Menlo Equities  
  
Scott Peterson '83 '87 MBA, CEO, Managing Director, Global Compute Infrastructure  
  
Raul Saavedra '02 MBA, Vice Chair, Head of Data Center Advisory, Americas, Colliers  
  
John Sheputis '93 MBA, Managing Director & Co-Founder, Primary Digital Infrastructure
- 12:30 p.m. to 1:30 p.m. **Networking Lunch**
- 1:40 p.m. to 3:00 p.m. **Student Venture Competition Finals**

## BIOGRAPHIES: WELCOMING SPEAKERS

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**Molly McShane '07 MBA (*Emcee*)**  
**CEO, The McShane Companies**

As Chief Executive Officer, Molly manages the overall operations and resources of The McShane Companies. She focuses on creating, planning, implementing and integrating its strategic direction to achieve operational excellence. Molly consistently delivers innovative

thinking on behalf of a wide range of projects, markets and geographical areas. During her long-standing tenure with the organization, she has held a variety of positions within the construction and development businesses. She has focused on a wide variety of product types and, as a result, possesses extensive knowledge of the industrial, multi-family, office, healthcare and commercial market sectors.

This comprehensive experience grants Molly a unique perspective of the entire commercial real estate development and construction process, contributing to the overall growth and success of the firm. Molly is a graduate of Boston College with a Bachelor of Science in Marketing and Northwestern University where she attended the Kellogg School of Management for a Master of Business Administration in Finance and Real Estate Management.



**Francesca Cornelli**  
**Dean, Kellogg School of Management**  
**Donald P. Jacobs Chair of Finance**  
**Professor of Finance**

Francesca Cornelli is the dean of Northwestern University's Kellogg School of Management. She is also a professor of finance and holds the Donald P. Jacobs Chair of Finance at

Kellogg.

Since joining Kellogg in 2019, Dean Cornelli has crystalized the school's mission to shape empathetic leaders who think globally, unite diverse perspectives and lead through rapid change and complexity.

As dean, Cornelli has increased Kellogg's focus on preparing today's leaders to operate effectively at the intersection of business, science and technology. She spearheaded the creation of Kellogg's MBAi Program, a joint degree between Kellogg and Northwestern's McCormick School of Engineering. She has also helmed the expansion and enrichment of Kellogg's programming in healthcare, sustainability and private equity.

A global educator, Cornelli has vast international experience and has taught at some of the top schools in the world, including the London School of Economics, the Indian School of Business in Hyderabad, the New Economic School in Moscow, the Wharton School and the Fuqua School of Business at Duke University. Immediately prior to Kellogg, Cornelli was professor of finance and deputy dean at London Business School.

Cornelli is widely respected as an accomplished scholar and a leader in business education. Her research interests include corporate governance, private equity, privatization, bankruptcy, IPOs and innovation policy. She has been an editor of the *Review of Financial Studies*, one of the top three finance journals, and previously served on the board of editors of the *Review of Economic Studies* and as an associate editor at the *Journal of Finance*.

Cornelli helped create and became a board member of AFFECT, a committee of the American Finance Association designed to promote the advancement of women academics in the field of finance. She serves on several boards, including Edizione, GSM Grosvenor Inc., Civic Consulting Alliance, Ryan Specialty Holdings, Inc., and Lyric Opera of Chicago.



**Efraim Benmelech**  
**Henry Bullock Professor of Finance & Real Estate**  
**Director of the Guthrie Center for Real Estate Research**  
**Director of the Crown Family Israel Center for Innovation**  
**Kellogg School of Management**

Efraim Benmelech is Henry Bullock Professor of Finance & Real Estate, the Director of both the Guthrie Center for Real Estate Research and the Crown Family Israel Center for Innovation at the Kellogg School of Management and a Research Associate at the National Bureau of Economic Research (NBER). Benmelech's research interests are in the field of credit markets where he studies financial contracting, financial crises, securitization, bankruptcy and financial distress. He also writes extensively on the economics of terrorism and economic history. Professor Benmelech's research on financial distress, the financial crisis and on terrorism has received wide media coverage in outlets such as Bloomberg, the Boston Globe, The Economist, the Financial Times, Fortune, the New York Times, Wall Street Journal and USA TODAY. Benmelech received his Ph.D. from the University of Chicago in 2005.



**Jonathan Pollack '98**  
**President,**  
**Starwood Capital Group**

Mr. Jonathan Pollack is President of Starwood Capital Group, where he is responsible for managing the daily operations of the business and guiding Firm strategy. As a member of Starwood's Executive and Investment Committees, Mr. Pollack oversees global investment activity, capital markets, and investor relations. Mr. Pollack joined Starwood Capital from Blackstone, where he served as Global Head of the firm's Real Estate Credit business since 2016. Mr. Pollack served on Blackstone's Operating Committee, as well as the Real Estate Executive Committee and Investment Committee.

Prior to joining Blackstone in 2015, Mr. Pollack was the Global Head of Commercial Real Estate at Deutsche Bank and established Deutsche Bank as the top CMBS issuer and a leading special situations investor following the global financial crisis in 2008. Mr. Pollack also spent eight years in Deutsche Bank's London headquarters, helping to build the European CRE business as the Head of Capital Markets. Mr. Pollack joined Deutsche Bank in 1999 from Nomura Group.

Mr. Pollack graduated from Northwestern University with a B.A. in Economics. He is a member of the Board of Trustees of East Harlem Tutorial Program, a leading charter school and after school program in New York City.



**K. Jay Weaver '95 MBA (*Moderator*)**  
**Founder and Managing Partner,**  
**Quartz Lake Capital**

Prior to forming Quartz Lake, Mr. Weaver was a Co-Founder and Managing Principal of Walton Street Capital, LLC (1995 through March 2018.), a Chicago-based PERE platform with offices in Mexico City and Mumbai, where he oversaw the firm's finance, capital markets, debt investing and restructuring efforts and co-led the asset management group. Mr. Weaver was a member of Walton Street's Global Investment and Management Committee.

During his 30 years in commercial real estate, Mr. Weaver has participated in nearly \$50 billion of commercial real estate investments and structured over \$30 billion of debt. He has comprehensive experience in asset, fund and platform investment,

## BIOGRAPHIES: FIRESIDE CHAT SPEAKERS (CONT.)

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associate to senior vice president positions in the finance, work-out and acquisitions areas at JMB Realty in Chicago.

## BIOGRAPHIES: CAPITAL MARKETS PANELISTS

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**Bruce Cohen (*Moderator*)**  
**CEO,**  
**Temerity Strategic Partners**

Bruce is the Co-Founder and Chief Executive Officer of Temerity Strategic Partners and is responsible for leading all aspects of the company's investment and capital related activities.

Prior to forming TSP, Bruce served as a Senior Advisor to Sterling Bay, where he was responsible for an array of strategic and capital related initiatives, particularly with respect to the firm's \$6 billion Lincoln Yards project. Bruce joined Sterling Bay after he was a Senior Managing Partner at Cortland, one of the country's largest multifamily platforms, where he oversaw the firm's capital markets, including the launch of its institutionally backed, discretionary fund vehicles. Bruce had previously founded Wrightwood Financial, a firm focused on providing growth capital to real estate owners and operators. Prior to Wrightwood Financial, Bruce was a Senior Partner in the real estate group of Ares Management, a leading global alternative asset management company. While at Ares, he also served as President and COO of Ares Commercial Real Estate, an externally managed publicly traded REIT, where he oversaw the firm's IPO and more than \$1 billion of investment activity. Bruce joined Ares in 2011 upon completing the sale of Wrightwood Capital's operating platform to Ares. During his tenure, he retained oversight of the Wrightwood Capital portfolio, as well as its third-party funds. From its inception in 2004 until 2011, Wrightwood Capital was responsible for more than \$4 billion of investment activity.

Bruce earned an MBA from the University of Chicago Booth School of Business and a BA from Tufts University. He has served on the boards of Wrightwood Capital, Erdman, a pre-eminent design- build firm focused on healthcare, and Cortland, a multi-family real estate investment and management firm. He is also a member of the real estate advisory boards of Northwestern University's Kellogg School of Management and The University of Chicago Booth School of Business, as well as the President's Council for Tufts University, and Chairman of the board of College Possible – Chicago, an organization focused on making college education possible for low-income students.

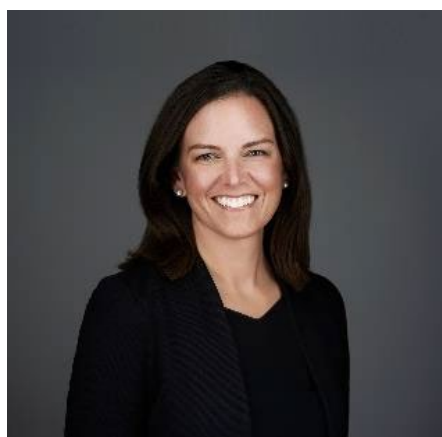




**Peter Braffman '95 JDMBA**  
**Private Markets Investment Committee Member,**  
**Managing Director,**  
**Grosvenor Capital Management, L.P.**

Mr. Braffman is a member of the Private Markets Investment Committee and serves on the Global Investment Council. He leads the real estate investment practice and is responsible for real estate sourcing and underwriting activities. Prior to joining GCM Grosvenor, Mr. Braffman was a Partner in the Customized Fund Investment Group of Credit Suisse Group AG. Previously, he was a Senior Vice

President at Zurich Alternative Asset Management, where he was responsible for sourcing, underwriting and executing U.S.-based real estate investments. Prior to joining Zurich Alternative, Mr. Braffman was a Vice President in the Merger and Strategic Advisory Group at Goldman Sachs, where he advised corporate clients on structured real estate valuations, monetizations and dispositions of their directly owned and used assets. Prior to joining Goldman Sachs, he was an Associate at Kirkland & Ellis LLP and focused on merger, securities and asset-backed law. Mr. Braffman holds a Bachelor of Arts in Biology and History from the University of Rochester, a Master of Business Administration from Northwestern University Kellogg School of Management, and a Juris Doctor from Northwestern University School of Law.



**Michelle Herrick**  
**Head of Commercial Real Estate**  
**JPMorgan Chase**

Michelle Herrick is responsible for JPMorgan Chase Commercial Banking's \$145 billion Commercial Real Estate (CRE) portfolio, which is the largest in the U.S. and plays an essential role in developing and strengthening communities. The CRE portfolio consists of four businesses: Agency Lending, Community Development Banking (CDB), Commercial Term

Lending (CTL), and Real Estate Banking (REB).

Michelle joined JPMorgan Chase in 2017 to run the Real Estate Banking Central region. In 2021, she was promoted to head of Real Estate Banking and then head of

## BIOGRAPHIES: CAPITAL MARKETS PANELISTS (CONT.)

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Commercial Real Estate in 2025. Before joining the firm, she held roles at Bank of America and its predecessor, LaSalle Bank.

Michelle received a bachelor's degree in accounting and finance from Miami University. She earned an MBA from the University of Chicago Booth School of Business.

Michelle is active in her community serving as global trustee for the Urban Land Institute and a member of the ULI Americas Executive Committee. She sits on the board of directors for The Real Estate Roundtable and is on the advisory board of nonprofit One Million Degrees.

Michelle lives with her husband and three children in Chicago.



**Nooshin Felsenthal '11 MBA**  
**Managing Director,**  
**Tishman Speyer**

Nooshin Felsenthal joined Tishman Speyer in 2019 and is currently responsible for the company's operations across the Central United States. In this role she oversees the firm's acquisition, disposition, development, and asset management efforts in Chicago, Austin, Columbus, and Pittsburgh. Prior to joining Tishman Speyer, she co-led the CBD investment sales team at JLL. In her role, she specialized in disposition and recapitalization of investment real estate located in Chicago and the greater Midwest. While there, she executed in excess of 12 billion dollars of investment sales transactions. Nooshin is a member of ULI and serves on the Children's Service Board for the Ann & Robert H. Lurie Children's Hospital of Chicago. She holds her BBA in finance, investments, and banking from the University of Wisconsin-Madison, as well as her MBA from Northwestern University's Kellogg School of Management.





**Bryan McDonnell '00 '06 MBA  
Chair of Global Debt & Agriculture,  
PGIM Real Estate**

Bryan McDonnell is a managing director, and chair of the global debt and agriculture business at PGIM Real Estate. Bryan is responsible for overseeing global debt strategy and execution, including oversight of U.S. real estate debt portfolio management, originations and credit teams, the agency lending business, and the agricultural finance and investments strategies. Bryan

chairs the U.S. Debt Executive Council and is a member of the Global Management Council, and the Global Investment and the Global Operating Risk Committees.

Previously, Bryan was head of portfolio management and investor strategy for the U.S. debt business, and earlier, he spearheaded the development of PGIM Real Estate's senior debt investing in the United Kingdom and Europe, based in London where he helped PGIM become one of the most comprehensive non-bank lenders in Europe.

Prior to his time in Europe, Bryan held a series of management and investment roles throughout the United States. Bryan's investment acumen has been enhanced by over two decades of living and investing in London, New York, San Francisco, Washington, D.C., Chicago, Boston, and Atlanta.

Bryan received his bachelor's degree in civil engineering from Northwestern University as well as his Master of Business Administration from the Kellogg School of Management at Northwestern University. He is a member of the Real Estate Roundtable and the Urban Land Institute's Global Exchange Council.



**Janice C. Eberly (*Moderator*)**  
**James R. and Helen D. Russell Professor of Finance,**  
**Kellogg School of Management**

Janice Eberly is the James R. and Helen D. Russell Professor of Finance and former Senior Associate Dean at the Kellogg School of Management at Northwestern University. She served as Assistant Secretary for Economic Policy at the U.S. Treasury in 2011-2013 and as Chief Economist at the Treasury. Last year, she was the Distinguished Senior Fellow at the Golub Center for Finance and Policy at MIT.

Professor Eberly's research focuses on finance and macroeconomics. Her work extends into investments and financing of education through student loans and wealth accumulation in housing. More recently she has examined the role of intangibles in capital accumulation and innovation, as well as market power and housing in the monetary transmission mechanism and inflation.

Professor Eberly received a Sloan Research Fellowship and is an elected fellow of the American Academy of Arts and Sciences. She serves as co-editor of the Brookings Papers on Economic Activity and was vice president of the American Economic Association. She is President of the Society for Financial Studies and has been a Trustee of the TIAA and CREF funds since 2018. She received her Ph.D. in economics from MIT.



**C. Michael Johnston '07**  
**Partner,**  
**Menlo Equities**

Michael Johnston is a Partner at Menlo Equities and a co-head of Menlo Digital, Menlo Equities' affiliated data center investment company. At Menlo Digital, Michael leads investment decision-making for both new opportunities and existing assets. The firm currently manages more than a dozen operational data centers and has over 2 gigawatts under development across eight campuses in Tier 1 data center markets.

Michael joined Menlo Equities in 2007 and has held a variety of roles, including capital raising, portfolio management for its open-end fund, and acquisitions and asset management.

He is a graduate of Northwestern University and serves on Northwestern's Bay Area Regional Board. Michael is active in ULI as a member of the Data Center Council. He is also a longtime member of NAIOP, where he previously served on the National Board of Directors and as Chapter President of NAIOP Silicon Valley.



**Scott Peterson '83 '87 MBA  
CEO and Managing Director,  
Global Compute Infrastructure**

Scott Peterson is the Founder and CEO of GC Infrastructure Investors LLC a global data infrastructure investment and operating platform. GCI is led by a team of international industry veterans with an unmatched investment record in geographic scope and performance. GCI acquires, develops, and operates data infrastructure assets across North America, EMEA, Asia Pacific and LATAM. GCI is currently invested in the leading data center company in Poland, Atman, and joint ventures in Japan, Colombia, and Israel.

Prior to GCI, Mr. Peterson co-founded Digital Realty Trust (NYSE:DLR) in 2004. As Chief Investment Officer, Mr. Peterson was primarily responsible for all M&A activities and evaluating capital allocation decisions. As chair of the Investment Committee, he oversaw all major development and leasing decisions and spent considerable time managing international operations, asset management and design and construction for the company. Under his leadership, Digital Realty became the largest global data center company in the world, growing to the eighth largest publicly-traded REIT, with an enterprise value in excess of \$35 billion, and was added to the S&P 500 in 2016.

Mr. Peterson conceived and executed the strategic plan to provide customers with a full spectrum of space, power, and interconnection on a global scale by acquiring and developing more than 200 properties in over 35 markets in the US, Europe, and Asia. From site selection, which fueled development, to executing new market expansions, his strategic M&A included the \$7.5 billion acquisition of competitor DuPont Fabros and

## BIOGRAPHIES: REAL ESTATE AND TECHNOLOGY PANELISTS (CONT.)

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the \$2 billion acquisition of Telx, a colocation and interconnection company. In total, Mr. Peterson closed over \$17 billion in data center transactions, transforming Digital Realty into the most significant global data center provider of its kind.

Prior to Digital Realty, Mr. Peterson held senior management positions with multiple real estate investment companies, including Digital Realty's predecessor entity, GI Partners, where he served as Managing Director, and with GIC Real Estate. Mr. Peterson began his real estate career at LaSalle Partners and Trammell Crow Company, where he was active in acquisitions, development, and asset management.

Mr. Peterson received a Bachelor of Arts degree from Northwestern University and a Master of Business Administration degree from the Kellogg Graduate School of Management at Northwestern University.



**Raul Saavedra '02 MBA**  
**Vice Chair, Head of Data Center Advisory, Americas**  
**Colliers International**

Raul is a market expert in the data center sector, leading Colliers' national advisory practice and is based in San Francisco. Before his time at Colliers, he was the Northern California Data Center practice lead for JLL and a Co-Chair for the Data Center Practice Group. Before that, he was a Senior Asset Manager for Digital Realty, a leading publicly traded international data center operator where he ran a portfolio of over 30+ data centers and had profit and loss responsibility.

Raul is a data center transactional specialist who also focuses on capital markets in the sector. He has over 15 years of experience in acquisitions/dispositions and leasing, extensive experience with site selection, joint ventures, and financing, and has completed over 600MW of transactions throughout the U.S., Western Europe, and Asia.

Raul has received the Colliers' Everest Award for being Colliers' top Global Producer in both 2023 & 2024. He is also a three-time recipient of JLL's Top Gun award, recognizing top performers.

Memberships & Involvements include: Northwestern University, Weinberg College Board of Visitors; Northwestern University, Bay Area Regional Board Member;

Tiburon Peninsula Club, past Vice President and Board Member; REED School Foundation, past Board Member

Raul graduated with a B.A. from University of Illinois @ Urbana-Champaign, and holds an MBA from the Kellogg School of Management @ Northwestern University



**John Sheputis '93 MBA**  
**Managing Director & Co-Founder,**  
**Primary Digital Infrastructure**

John Sheputis is longtime Data Center developer, operator, and investor. In 2024 John partnered with industry leaders Bill Stein, David Ferdman, and Peter Hopper to found Primary Digital Infrastructure, an independent data center investment platform. From 2019 through 2023, John was a Managing Director at GI Partners where he led the technology real estate acquisition and development activities and headed the Essential Tech + Science Real Estate Fund. During

John's tenure, the GI real estate team successfully acquired 30 properties totaling 5.4 million square feet, more than doubling AUM. Prior to joining GI Partners, John was co-founder and Chief Executive Officer of Fortune Data Centers, which helped establish the wholesale data center segment in Silicon Valley in 2007. In 2014, the Fortune properties and team were merged with the Dallas Infomart to create Infomart Data Centers, where John served as President. In 2018, Equinix purchased the Dallas Infomart and IPI Partners acquired the Silicon Valley, Oregon, and Virginia properties to create Stack Infrastructure. Prior to Fortune, John founded, managed, and sold several Silicon Valley VC backed cloud and managed service technology ventures. Outside of work, John served on the Board of the Hillsborough Little League for 11 years, where "Coach John" also managed 20+ teams over the seasons. John currently serves on the Board of the Silicon Valley Urban Debate League, which helps students from low- and middle-income backgrounds uncover and hone the power of their voices, so they can confidently step into their full potential as professional and community leaders.





**Bill Bennett '06 MBA**  
**CEO, Expansive**  
**Adjunct Professor of Real Estate,**  
**Kellogg School of Management**

Mr. Bennett was an early employee and Engineer, Project Manager and Manufacturing Manager in an energy storage company that went from a zero revenue start-up to a public company. Mr. Bennett has been a principal real estate investor over the past 18 years, worked for two real estate private equity funds, was an apartment developer with more than \$500 million of projects, and is a Northwestern University faculty member in the Kellogg School of Management's Real Estate Program in his 11th year of teaching MBA courses. He is a two time honoree of the Dean's Impact Teaching Award.



**Craig Furfine**  
**Clinical Professor of Finance**  
**Associate Chair of the Finance Department**

Furfine studies the functioning of interbank markets, commercial mortgage securitization, real estate finance, and various topics in strategic financial planning. He has published in scholarly journals including the Review of Corporate Finance Studies, the Journal of Business, the Journal of Monetary Economics and the Journal of Money, Credit, and Banking. He currently serves as an Associate Chair of the Finance Department, Associate Editor of the Journal of Money, Credit, and Banking and Treasurer of the Midwest Finance Association. Prior to joining the Kellogg School faculty, he was an economic advisor in the economic research department at the Federal Reserve Bank of Chicago. He previously served as a senior economist at the Bank for International Settlements in Basel, Switzerland where he contributed to the revision of international bank capital standards. Before that, he was an economist at the Board of Governors of the Federal Reserve System, where he served on international work groups responsible for analyzing various payment system issues. Furfine teaches corporate finance, multiple courses on real estate finance, strategic financial planning, and has written twenty case studies covering a wide range of topics in real estate finance and financial planning. He



## BIOGRAPHIES: REAL ESTATE FACULTY ORGANIZERS

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is the author of Practical Finance for Property Investment, a book designed for investor and students interested in learning what finance theory implies about property investment. He received a PhD in economics from Stanford University.



**Konstantin Milbradt**  
**Associate Professor of Finance**  
**Co-Director of the Guthrie Center for Real Estate Research,**  
**Kellogg School of Management**

Professor Milbradt's research interests are in financial economics, specifically in how financial frictions affect asset prices, the macroeconomy, corporate decisions, and mortgage markets. In his recent work, he theoretically and empirically investigates how heterogeneity of homeowner's prepayment decisions affects prices in the conforming mortgage market and monetary policy pass-through, as well as how different contract designs would change these prices. Professor Milbradt holds a PhD from Princeton University (2009) and a BA from Oxford University (2003). Before joining Kellogg School of Management (2013), he served as an Assistant Professor of Finance at the MIT Sloan School of Management.

# Kellogg Real Estate Venture Competition Finalists – Student Resume Book

APRIL 30, 2025

KELLOGG GLOBAL HUB, WHITE AUDITORIUM

# In-Kind Sponsors





Johnson  
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SC Johnson College of Business

15 W Capital Partners

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# EVIN BLATT

[eb784@cornell.edu](mailto:eb784@cornell.edu) | 914.924.9918 | [www.linkedin.com/in/evinblatt](https://www.linkedin.com/in/evinblatt)

## EDUCATION

### Cornell University, SC Johnson College of Business

*Candidate for Master of Professional Studies in Real Estate, Real Estate Finance and Investments*

Relevant Coursework: Private Equity Real Estate, Real Estate Finance and Investment, Real Estate Financial Modeling, Real Estate Statistical Modeling, Real Estate Transactions and Deal Structuring, Real Estate Debt and Distressed Investing

Ithaca, NY

Aug 2023–May 2025

### Franklin & Marshall College

*Bachelor of Arts in Business*

Lancaster, PA

Aug 2013–May 2017

## PROFESSIONAL EXPERIENCE

### Westport Capital Partners

*Summer Associate*

Darien, CT

Jun 2024–Aug 2024

Westport Capital Partners is a private investment firm specializing in real estate and real estate related investments which currently manages \$5.4B in assets. The firm employs a value-driven approach, investing across a diverse range of opportunistic, value-add, platform, infrastructure, and liquid strategies.

- Supported investment team in underwriting, structuring, financing, and the asset management of opportunistic and value-add real estate investments across industrial, cold storage, multi-family, single-family, and student housing
- Participated in fundraising initiatives for WCP NewCold III, L.P. a vehicle targeting \$2B+ of commitments to recapitalize and expand the development pipeline of NewCold – the 4<sup>th</sup> largest global developer and operator of automated cold storage warehouses
- Led research on real estate and infrastructure opportunities in Europe focused on supply chain optimization and trends in logistics automation

### Withco

*Acquisitions*

New York, NY

Apr 2022–Jun 2023

Withco is a real estate investor building lease-to-own financing products to support property ownership for growing private businesses across the U.S.

- Underwrote, structured, and closed investments with tenant purchase option at predetermined disposition value that provided businesses a capital solution to enable expansion
- Developed and executed propco growth strategy to support entry into Midwest and Southeast markets with franchise and multi-location businesses

### RXR Realty

*Assistant Vice President*

New York, NY

Dec 2021–Mar 2022

RXR is a vertically integrated real estate and infrastructure owner, investor, operator, and developer that currently manages \$18B in assets. The company manages +/- 25M sqft. of commercial space and 9,400 multi-family units.

- Structured and negotiated significant lease obligations across New York City portfolio (+/-145k sqft.)
- Worked with LPs to develop and implement asset-level strategies and capital projects to stabilize and reposition properties coming out of the global pandemic

*Associate*

Apr 2019–Nov 2021

- Built out reports and analyses on New York City commercial office market and development pipeline to inform legacy property decision making, acquisitions, and future developments

## SKILLS & INTERESTS

**Technical Skills:** Microsoft Excel; Argus; Real Estate Market Analysis; Deal Structuring

**Additional Coursework:** Cornell Program in Infrastructure Policy Infrastructure Analysis Essentials; A.CRE Real Estate Financial Modeling Accelerator; Eastdil Secured 2023 Real Estate Training Program; New York University School of Professional Studies, Real Estate Acquisitions and Ownership

**Clubs:** 1<sup>st</sup> Year Intern, Cornell Real Estate Council (CREC); Member, Cornell Associate Real Estate Council (AREC)

# jihoon kim

Architectural Designer

**Email:** jk2992@cornell.edu  
**Phone:** +1 (424) - 566 - 1606  
**Home:** 210 Lake St, 4E  
Ithaca, NY, 14850, USA

## WORK EXPERIENCE

2024 - Present	<b>Housing Innovation Lab, Ithaca, NY: Lab Assistant III</b> Involve in the "Re Housing Futures" project, focusing on integrating building performance analysis with speculative architectural design to improve housing quality and achieve decarbonization across 312 residential buildings in NYC. Produce graphics and prepare exhibitions to showcase project outcomes.
2022 - 2024	<b>MW Architecture Studio, Los Angeles, CA: Project Designer</b> Lead designer for residential and ADU projects in Los Angeles. Responsible for generating and documenting projects through all stages of design, communicating with clients, and coordinating with consultants to complete submittals for permit. Gained understanding in zoning laws, HPOZ's, and customized fabrication.
2019 - 2021	<b>Folio: , Seoul, South Korea: Project Designer</b> Involved in the design and development of cultural, residential, commercial, and mixed-use projects throughout South Korea. Key projects include the Gyeongju Millenium Park Master Plan, Panoramic Residence, Busan Snoopy Cafe, and Soulbrain HQ Lobby. Gained experience in a wide range of project types and fast paced design development.

## HONORS/AWARDS

October, 2024	Shortlist • Kharkiv Housing Challenge • Buildner
Feburary, 2024	Winner • Los Angeles Affordable Housing Challenge • Buildner
January, 2024	Shortlist • House of the Future • Buildner
May, 2023	Shortlist • Skyhive 6: Timber Skyscraper • Buildner
January, 2023	Shortlist • Microhome 5 • Buildner
April, 2022	Winner • Substance Design Forum • Iowa State University
April, 2022	Finalist • H. Kennard Bussard Award • Iowa State University
October, 2021	Honorable Mention • Warming Competition • Arch Out Loud
October, 2021	Finalist • Culture Stations • Young Architects Competitions
Feburary, 2021	Finalist • DLR Group Prize • Iowa State University
April, 2020	Semi - Finalist • BWBR Prize • Iowa State University
March, 2020	Third Place • NCMA CMU Design Competition • Iowa State University
Feburary, 2020	Finalist • Hansen Prize • Iowa State University

## PUBLICATION

Feburary, 2022	Life After Collapse • Interviewed by KoozArch
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## EDUCATION

2024 - Present	Cornell University, Ithaca, NY (NAAB-accredited) Master of Science in Advanced Architectural Design • Director's Award
May, 2022	Iowa State University, Ames, IA (NAAB-accredited) Bachelor of Architecture • Magna Cum Laude • Senior Award

## SKILL SETS

Software	Rhino, Revit, AutoCAD, Grasshopper, Adobe Suite, V-ray, Enscape, D5 Render, Twinmotion
Language	English, Korean



# MUHAMMAD (DHICA) MAHARDHIKA

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## EDUCATION

### CORNELL UNIVERSITY, SC JOHNSON COLLEGE OF BUSINESS

Ithaca, New York

*Candidate for Master of Professional Studies in Real Estate, Baker Program (CGPA: 3.92)*

May 2025

*Infrastructure Policy, Management, and Financing Fellow, Brooks School of Public Policy*

Enrolled coursework: Managerial Finance, Managerial Communication, Urban Economics, Market Analysis, Financial Modelling, Real Estate Development, Real Estate Private Equity, Infrastructure Financing and Policy, Real Estate Debt and Distressed Debt

### BANDUNG INSTITUTE OF TECHNOLOGY (ITB)

Bandung, Indonesia

*Bachelor of Civil Engineering*

July 2017

## RELEVANT PROFESSIONAL EXPERIENCE

### INTERNATIONAL FINANCE CORPORATION (WORLD BANK GROUP)

Washington D.C., United States

*Investment Intern, Tourism, Retail, and Property (TRP) Team*

May 2024 – Aug 2024

IFC is the largest global development institution focused on private sector investment in emerging markets.

- Conducted data mining on 196 TRP deals, analyzing credit ratings, financial terms, and covenants. Revamped database structure, reducing retrieval time by 30% and improving accessibility for investment teams.
- Led the development of a regional investment pitch deck for the Greening Real Estate Investment Portfolios (GRIP) initiative, profiling 20+ Asian real estate firms and governments with decarbonization strategies, influencing IFC's advisory approach.

### COVE LIVING

Jakarta, Indonesia

*Team Leader, Real Estate Analysis Team*

Jan 2023 – Aug 2023

Cove Living is a #1 South East Asia tech-enabled flexible living asset management with a focus on co-living and hotel assets

- Designed a new underwriting framework for boutique hotel acquisitions, unlocking a \$450MM market and improving investment decision speed by 20%.
- Led a data-driven investment pitch, integrating market analysis, financial projections, and design strategy, securing a 120-key upper-class hotel valued at \$35MM.
- Provided daily investment analysis on 4 property deals, optimizing the acquisition pipeline and reducing evaluation time by 15%.
- Established a market comparable database for the multifamily and co-living market using a regression model, reducing time to create comparables and pricing strategy by 33%.
- Initiated strategic partnerships with state-owned enterprises and top-tier developers, driving a 25% increase in MoU signings and expanding portfolio opportunities.

### PILAR CORPORATION

Jakarta, Indonesia

*Manager, Real Estate Development Department*

Jan 2020 – Jan 2023

Pilar Corporation is an Indonesian holding company on real estate development, construction, and management.

- Built financial models and led pre-feasibility studies for single and multifamily housing acquisitions, increasing potential land leads by 75% YoY and cutting investment decision time by 33%.
- Conducted due diligence on an \$80MM portfolio, including a data center development (seller side) and a mid-rise student housing project (buyer side), identifying key financial and regulatory risks.
- Developed market outlook reports and investment strategies for a \$75MM real estate portfolio, driving data-backed executive decision-making.
- Provided executive-level advisory on condo-to-hotel conversions, distressed development project acquisitions, and real estate related-business formation, influencing corporate growth strategies.

### OYO ROOMS

Jakarta, Indonesia

*Project Lead, Project Management Department*

Aug 2018 – Jan 2020

OYO Rooms is the #1 South Asia property technology company focused on managing assets for 3-star hotels

- Managed end-to-end hotel onboarding from contract signing to operational launch, ensuring 100% on-time completion.
- Spearheaded monthly launches of 40+ rooms, maintaining budget discipline and earning top 5% performance ranking in the company.

## TEACHING EXPERIENCE

### CORNELL UNIVERSITY, SC JOHNSON COLLEGE OF BUSINESS

Ithaca, New York

*Teaching Assistant for Principal of Real Estate and Financial Modelling*

Jan 2024-now

- Regularly assessed student assignments and aided students in understanding the subject matter.
- Led student workshop for introduction to Argus Enterprise, a real estate financial modeling software.

## SKILLS & INTERESTS

- Technical Skills: Ms. Office (Advanced in Excel, PowerPoint, and Project), Google Suites, Argus, QGIS, JMP Statistic, AutoCAD
- Certification: Financial Modelling in Excel (365Careers), Procurement Management (IsDB), Project Financial Modelling (CognitiveSeven)
- Interests: read books, walking, tennis, soccer, travel

# KELLY YINGSHAN NG

yn297@cornell.edu | (646) 662-1348 | [LinkedIn](#) | [Academic Projects Preview](#)

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## EDUCATION

### CORNELL UNIVERSITY, SC JOHNSON COLLEGE OF BUSINESS

Ithaca, New York

*Candidate for Master of Professional Studies in Real Estate, Baker Program (STEM)*

Aug 2023 - May 2025

Coursework: Managerial Finance, Financial Modelling, GIS for Urban Planners, Transaction & Deal Structuring

Case Competition: [Impact Investing in Commercial Real Estate Competition](#) (Finalist)

### UNIVERSITY OF MICHIGAN, ROSS SCHOOL OF BUSINESS

Ann Arbor, Michigan

*Bachelor of Business Administration*

Jan 2023 - May 2023

Semester Abroad – Coursework: Advanced Analytics for Management Consulting, Fintech Innovations

Organizations: Member, LSA Global Scholars Program

### THE CHINESE UNIVERSITY OF HONG KONG (CUHK)

Hong Kong

*Bachelor of Business Administration, Hospitality and Real Estate*

Sep 2019 - July 2023

Honours: First-Class Honours

Organizations: Eta Sigma Delta Honor Society – CUHK Chapter

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## RELEVANT PROFESSIONAL EXPERIENCE

### COMMUNITY DEVELOPMENT LONG ISLAND, Affordable Housing Developer

Melville, New York

*Intern, Acquisition & Development*

Jun 2024 – Dec 2024

- Conducted market research and site analysis, utilizing eCode360 to assess parcel data and support strategic acquisitions for affordable housing development in Long Island.
- Assisted in identifying and securing funding sources, supporting grant applications, and structuring capital stacks for affordable housing initiatives.
- Managed a complex inventory of existing subsidies across the rental portfolio, organizing regulatory agreements, mortgages, and compliance requirements to optimize financial planning and asset performance.

### SUN HUNG KAI PROPERTIES, \$25.68B Market Cap Publicly Traded Developer

Hong Kong

*Assistant, Asset Management*

Sep 2022 - Oct 2022

- Combined multi-year Hong Kong Census data to facilitate the development of private residential project with 9,500 flats – the largest residential land premium project on the market in recent years.
- Conducted tenant performance evaluations and rental trend analyses across five+ retail assets in Hong Kong, optimizing tenant mix, and repositioning strategies to enhance portfolio value

### HANG LUNG PROPERTIES, \$29.5B Total Assets Developer

Hong Kong

*Intern, Multifamily Asset Management*

Jul 2022 - Aug 2022

- Developed asset management strategies to optimize occupancy, tenant retention, and rental growth for multifamily residential and serviced apartment portfolios in China.
- Supported lease structuring, market positioning, and operational planning to enhance asset performance in Shanghai and Wuxi, China.

### JLL HONG KONG, Leading Real Estate Advisory

Hong Kong

*Intern, Asset Management Consulting*

Oct 2021 - Jun 2022

- Coordinated the data collection, provided the presentation deck and wireframe for four APAC & GBA asset and change management, workplace solutions advisory projects (e.g., West Kowloon Cultural District M+ Project).
- Developed an Excel add-in to integrate office databases to speed up the process of change management projects.

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## SKILLS & INTERESTS

- Technical Skills: Advanced Excel, ArcGIS, ARGUS Enterprise, JMP, Microsoft Access/SQL, MS Project, R
- Interest: Football, Fishing, Skiing, Collecting Mug

# KAI YANG

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## EDUCATION

### CORNELL UNIVERSITY

Ithaca, New York

*Candidate for Master of Professional Studies in Real Estate, Real Estate Finance – STEM Designated*

May 2025

3<sup>rd</sup> Place in Argus University Valuation Challenge; Finalist in Miami Impact Investing in CRE Competition

Coursework: PERE, CRE Distressed Debt, Transaction and Deal Structure, RE Statistical Modeling, RE Investments

### WESTERN UNIVERSITY

London, Canada

*Bachelor of Management Studies, Honor Specialization in Finance*

May 2021

Dean's Honor List 2018 – 2021, Western In-Course Scholarship, Scholarship of Distinction

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## PROFESSIONAL EXPERIENCE

### EMPIRE STATE REALTY TRUST

New York, New York

*Investments Intern, Office*

Jun 2024 – Aug 2024

Empire State Realty Trust, Inc. (NYSE: ESRT) is a NYC-focused REIT that owns and operates approximately 8.6 million rentable square feet of office space, 0.7 million rentable square feet of retail space, and 727 residential units.

- Supported the \$195M acquisition and underwriting of a retail portfolio in Williamsburg, Brooklyn
- Developed unlevered Argus cash flows and levered Excel pro forma, analyzing IRR, MOIC, WAL, spread metrics, incremental debt costs, and attachment/detachment points
- Developed an office and multifamily portfolio model covering 21 properties in New York to analyze NOI margin, opex ratios, rent restrictions, hold/sell timing on IRR burn-off and MOIC accumulation, and margin correlation

### HODES WEILL & ASSOCIATES

New York, New York

*Research Associate, Real Estate Asset Allocation*

Mar 2024 – Nov 2024

Hodes Weill is a global capital advisory firm focused on real estate, infrastructure, and other real assets.

- Utilized asset allocation model to assess investment trends and sentiment, producing the 12th annual institutional real estate allocation report
- Leveraged VBA automation and LP database to collect and validate data on allocation plans, expected returns, return deltas, investor conviction index, and risk factors across North America, Europe, and APAC
- Identified deleveraging trends and fund structure shifts (close/open/JV/DI), revealing evolved strategies and risk tolerance

### SHENZHEN CAPITAL GROUP

Shenzhen, China

*Investments Analyst, Industrial*

Jan 2023 – Jul 2023

Shenzhen Capital Real Estate is a state-owned investment manager focusing on industrial and lab investments.

- Built detailed valuation models by Direct Cap and DCF approaches, projected rent roll cash flows and return metrics, and estimated funding gap for three industrial parks (research facilities, life science, bio labs, and flex office)
- Streamlined construction and draw schedule for industrial assets, stress-tested return metrics, with reports to LPs
- Analyzed market data to benchmark comparable rents, vacancies, and lease-ups, refining industrial asset underwriting

### HOPSON DEVELOPMENT

Beijing, China

*Acquisitions Analyst, Retail & Office*

Sep 2021 – Oct 2022

Hopson Development Holdings is a publicly traded developer of residential and commercial properties in China and New York.

- Created underwriting decks, evaluated property conditions, facilitated financial due diligence, and built pro forma DCF for a mix-used retail center in Beijing, providing high attention to detail and consistency
- Executed distressed portfolio buyouts, drafting LOIs, conducting capital stack analysis, and delivering adjusted models
- Conducted cost of debt and on/off balance sheet comparative analysis with the legal team to evaluate project feasibility

### BMO (Bank of Montreal)

Toronto, Canada

*Summer Financial Analyst*

Jun 2019 – Aug 2019

- Streamlined Excel VBA process of computing daily P&L and forecasts, reducing 70% reporting generation time
- Prepared assets and liabilities management (ALM) financial models to predict liquidity and funding demands

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## INTERESTS & SKILLS

**Certifications:** CFA Level II Candidate, ACRE Financial Modeling Accelerator

**Technical Skills:** Argus Enterprise, RCA, DealPath, CoStar, Yardi, VBA, RSMeans, Bloomberg, Esri, Tableau, Illustrator

**Additional Academic Involvement:** UT Austin National RE Challenge, TA in RE Financial Modeling and PERE Courses

**Interests:** Golf, Reading, Basketball, Cooking Seafood



UNIVERSITY OF  
NOTRE DAME

Mendoza College of Business

Shoreline Capital Partners

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# Kyle Coady Beerbower

1816 Palm Avenue, Manhattan Beach, CA 90266 | (630) 415-7298 | kbeerbow@nd.edu

## EDUCATION

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**University of Notre Dame**, Notre Dame, IN

**Spring 2025**

Mendoza College of Business, *Bachelor of Business Administration*

**GPA: 3.8**

**Major:** Finance **Minor:** Real Estate

**Loyola High School**, Los Angeles, CA

**Spring 2021**

Awards and Honors: Summa Cum Laude, Ignatian Scholars Highest Honors, National Merit Scholar, AP Scholar

**SAT: 1570**

## EXPERIENCE

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**Houlihan Lokey**, Los Angeles, CA

**Summer 2024**

*Summer Investment Banking Analyst*

- Working on sell-side M&A transactions for high-growth defense technology and industrial aerospace companies.
- Built winning pitch for \$300M aerospace mandate while helping facilitate due diligence & model for the sale of UAV companies.

**Personal Investments**, Los Angeles, CA

**Winter 2019 – Present**

*Investor*

- Researching technology breakthroughs & paradigm shifts, creating investment theses, and extracting alpha — early to AI infrastructure (2019), Covid oil short (2020), crypto (2020), and Gamestop short squeeze (2020).
- Recently more focused on early-stage opportunities, tracking applied research fields in scientific journals and identifying early candidates with potential for near-term industry application and (investable) commercial spinouts.

**Moby**, Los Angeles, CA

**Fall 2023 – Spring 2024**

*Finance Lead*

- Helped run deal sourcing, finance, and capital raising for a startup that converted vacant offices into affordable housing.
- Sourced and secured investment from the CEO of EQT Exeter and the Managing Partner of ARCO/Murray.
- Converted and stabilized office condo in Orange County into 8 microunits, leading to 12% unlevered yield on cost returns.

**Theopetra Labs**, Los Angeles, CA

**Fall 2021 – Spring 2024**

*Core Team Member*

- Led sales & operations for a Web3 affordable housing platform that monetizes trading fees to increase NOI on low-yielding affordable housing investments — wearing many hats including finance, regulatory compliance, and hiring.
- Led an organic growth campaign with \$0 CAC budget to reach 8 million impressions and grow to \$1 million in revenue.

**IrishAngels**, Chicago, IL

**Spring 2023 – Winter 2023**

*Investment Analyst*

- Invested in early-stage SaaS startups while sourcing deal flow and co-investors for an angel network of 270 Notre Dame investors.
- Ran diligence, modeled, and composed the memo for seed investments in HelloSubs, Joe & Bella, Beviz, & Hook Security and growth investments in Micro-LAM, Campus Ink, & Automotus.

**Notre Dame Venture Capital**, Notre Dame, IN

**Fall 2022 – Fall 2023**

*General Partner*

- Lead a team of analysts that invested ND Endowment Funds into early-stage SaaS startups — sourced, diligenced, and led our Seed investment in Trackstreet, a SaaS brand protection platform for resale pricing violations (which has since grown to \$10M in ARR).

**Real Estate Club**, Notre Dame, IN

**Fall 2022 – Present**

*Vice President*

- Lead recruiting and networking efforts for the 700 students in the club, placing dozens into commercial estate jobs every year while leading their training for modeling skills, deal sourcing, and interview prep.

**Meek Goose Ventures**, Los Angeles, CA

**Fall 2021 – Spring 2022**

*Founder*

- Platform for launching & marketing custom NFT projects. \$60k in profit. Closed the doors due to crypto bear market.

**Ignatian Scholars**, Los Angeles, CA

**Spring 2020 – Spring 2021**

*Capstone Researcher*

- Composed a capstone paper on my research into LLM-based AI automating cognitive-based, repetitive “human” labor that was published in *Ignis*, an academic journal — the thesis of which is materializing in our world today.

## SKILLS & INTERESTS

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LA Times Contributor | Winner of Notre Dame’s “Greatest Social Impact” Award for Undergrad Ventures | Notre Dame Intramural Tennis Champion | London Study Abroad | *Dune 2* Enjoyer | Published AI Economics & Alignment Researcher | Tech Startups & VC

# KATHLEEN T. MARK

Kathleen.Mark25@gmail.com | (484) 431-3115 | 54654 Irish Crossings Lane, South Bend, IN 46637

## EDUCATION

### University of Notre Dame, Mendoza College of Business – Notre Dame, IN

*Bachelor of Business Administration* | Major: Finance Minor: Real Estate | Business Honors Program | AIM LIX

Expected May 2025

Notre Dame London Gateway Program (Summer 2022 and Spring 2024) & Thailand Real Estate Program (May 2024)

GPA: 3.75/4.0

### Episcopal Academy – Newtown Square, PA

Academic Honors: National Honor Society, Member; National Latin Exam Summa Cum Laude; Harry Hammond Scholarship

June 2021

Recipient; Three-letter Athlete (Received Varsity letter in all 3 seasons); Varsity Girl's Golf Captain; Inter-Ac League

GPA: 3.8/4.0

Championships (2018 & 2019); "Main Line Athlete of the Week" (2019); Girl's Golf school record for lowest score (-2)

## RELEVANT EXPERIENCE

### Moelis & Company

New York, NY

*Incoming Investment Banking Analyst*

July 2025

*Summer Analyst*

June 2024 – August 2024

- Worked on five live deals across hybrid capital & capital markets products within the REGLL, Clean Tech, Industrial, and Data Center teams
- Curated internal committee documents, tracked investor due diligence, assisted in the assemble pitch decks and conducted financial analysis

### EQT Partners - Exeter

Radnor, PA

*Financial Analyst Intern*

June 2023 – August 2023

- Created fund waterfall models to inform the capital allocation decisions made by the firm; edited offer memorandums and assisted with the disposition of assets; assisted the acquisitions team with long term projects including an internal lease comparables data base

### Girls Who Invest Online Intensive Program 2023

Virtual

*Training Program Scholar*

February 2023 – August 2023

- Accepted into a highly selective, rigorous program building financial concepts led by CFA Institute, Wharton Online, and Wall Street Prep

### Chartwell Investment Partners

Berwyn, PA

*Summer Intern*

July 2022 – August 2022

- Conducted market and company research for a boutique investment management firm with \$11.2B AUM; reported to a Senior Portfolio Manager and Senior Analyst, built a valuation spreadsheet to manage investment portfolio, and sat in on earnings calls and corporate presentations

### Real Estate Club of Notre Dame

South Bend, IN

*Co-President (2024-25) & Vice President (2023-24)*

June 2023 – Present

- Led club meetings, arranged financial modeling workshops, and organized the mentorship program for undergraduate students; coordinated large scale networking events, career treks, and panels to bring a diverse group of real estate professionals to guide student's career discernment

### Notre Dame Investment Club

South Bend, IN

*Analyst*

September 2022 – May 2024

- Presented updates on stock holdings and market conditions; responsible for coverage of position in Mastercard Inc. (NYSE: MA) and CSX Corporation (Nasdaq: CSX) and accumulated company news to inform board decisions to buy, hold, or sell; mentor freshmen in prospective pitches
- 1st place at the Cornell Undergraduate Women's Investing Pitch Competition with a buy of Topgolf Callaway (NYSE: MODG) – September 2023

### Student International Business Council (SIBC)

South Bend, IN

#### PJT Partners Restructuring Project – Travel Team Analyst

Janu 2023 – May 2023

- Analyzed Jo-Ann Stores (Nasdaq: JOAN) stagnant sales and shrinking margins due to supply chain challenges and inventory mismanagement
- Considering the limited liquidity runway, recommended debt-for-equity exchange using \$301 million of the 1L Term Loan B for \$209 million of equity

#### Ares Direct Lending Project – Travel Team Analyst

September 2022 – December 2022

- Conducted diligence based on the merits and risks of a private HVAC services company from the private credit perspective of Ares
- Analyzed financing terms for a leveraged buyout of Tarheel HVAC through company and industry analysis, debt comps and case-specific revenue projections; selected to travel to New York office and recommended a 4.50x Unitranche loan with a \$70 million USD revolver and DDTL to Ares

#### Credit Suisse LBO Project – Travel Team Analyst

September 2022 – December 2022

- Evaluated strategies alternatives for HireRight (NYSE: HRT), including a leveraged buyout to take HireRight private, and presented the proposal transaction to the Chicago office
- Utilized discounted cash flow analysis, leveraged buyout, comparable companies, precedent transactions to value the company, and recommend a leveraged buyout resulting in a 12.4% IRR in the year 2027

## LEADERSHIP AND ACTIVITIES

### Business Honors Program Tutoring

South Bend, IN

*Tutor*

September 2022 – Present

- Build on students' knowledge in Real Estate Fundamentals, Principles of Marketing, and Foundations of Coding to strengthen their understanding of the topics in their coursework and demonstrate ways in which their business classes are applicable to their future

### Strike Magazine: University of Notre Dame

South Bend, IN

*Layout Assistant*

January 2022 – May 2022

- Created and executed design concepts for an 82-page fashion magazine published twice annually; utilized Adobe InDesign to layout pages

### Field Hockey: Club at Notre Dame

South Bend, IN

*Player*

September 2021 – November 2023

- Practice field hockey skills, build relationships with teammates, and condition to maintain previous skills from experience on nationally ranked club and high school teams. Compete against other university club field hockey teams in the Midwest region

## SKILLS AND INTERESTS

**Technical**– Excel | Bloomberg Market Concepts | Coding in Java & Python | Real Estate Pro Forma Training | Wharton Online Investment Management

**Interests**– Golf | Skiing | Travel | Reviewing Restaurants | Fashion | Oysters | Broomball



# Ronan Lauber

2191 Wellesley Ave., St. Paul, MN 55105 | [rлаuber@nd.edu](mailto:rлаuber@nd.edu) | 651-402-2757

## EDUCATION

**University of Notre Dame, Mendoza College of Business** - Notre Dame, IN May 2025  
Bachelor of Business Administration - Finance, Real Estate Minor GPA: 3.55  
**Saint Thomas Academy** - Mendota Heights, MN June 2021

## EXPERIENCE

**Cruachan Capital** - *Incoming Real Estate Private Equity Analyst* - Salt Lake City, UT July 2025

**Cruachan Capital** - *Real Estate Private Equity Summer Analyst* - Salt Lake City, UT June–Aug 2024

- Prepared all monthly and quarterly performance reports for investors, covering 35 assets; updated portfolio-wide performance tracker
- Utilized pro forma, asset management, and further proprietary models to underwrite potential acquisitions and monitor current assets; prepared investment synopses; assisted with acquisition and loan refinance due diligence, including broker calls, sources and uses analyses, and unit inspections
- Underwrote a portfolio of three multifamily assets in Oklahoma City and a 146-unit, Class A multifamily asset in Missoula, Montana, resulting in the acquisition of the Missoula asset at a 12% discount, with a projected 21% levered IRR and 2.4x EM
- Assisted in the disposition of a 50-unit multifamily building by reviewing and implementing edits to PSA and compiling buyer due diligence materials
- Visited active development site; participated in OAC meetings; learned about project management, scheduling, financing, and leasing

**Heitman** - *Portfolio & Asset Management Intern* - Chicago, IL June–Aug 2023

- Analyzed selection, allocation, and sector performance of Heitman's Core (HART) and Value-add (HVP series) funds; made pie charts and graphs and produced written summaries to be added to performance synopses and Investment Committee (IC) briefs
- Aided in property due diligence and lease review, regarding foot traffic, options, exclusivity, and taxes, especially considering retail center acquisition
- Proposed re-lease, redevelopment plan for a retail center in Maui, Hawaii with eight-person intern team; modeled using Excel and Argus; researched market, comparables, potential tenants, financing, possible affordable housing component; presented findings in 35+ page brief and IC presentation
- Leveraged third-party data providers, including CoStar, Axiometrics, Placer.ai, and Creditintell, to assess asset performance and market trends
- Created options analyses and NOI comparisons using Excel; updated property site plans; participated in Excel modeling and Argus training courses

## LEADERSHIP & SERVICE

**Stanford Hall** - *Various Leadership Positions* - Notre Dame, IN Aug 2022–Present

- *Resident Assistant*: Cultivate supportive, safe dorm community by organizing section events, building relationships, assisting with dorm programming
- *Confirmation Sponsor*: Mentor and guide a confirmand through Catholic faith formation, attending four hours of educational sessions weekly
- *Stanford Hall Retreat Leader*: Worked with a seven-person team to organize and lead dorm-wide retreat for 75+ students; coordinated finances, transportation, lodging, food; structured all retreat programming; led small group, facilitated discussion on questions of faith and Christian life
- *Freshmen Orientation Committee Member*: Fostered inclusive environment for incoming freshmen by leading and facilitating events

**Robinson Community Learning Center** - *Tutor* - South Bend, IN Sept 2021–Present

- Help children twice per week with reading, writing, math, and homework; 350+ hours volunteered

**Catholic Worker, Our Lady of the Road** - *Volunteer Leader* - South Bend, IN Sept 2021–Present

- Communicate with site contact to organize opportunity; buy, cook, and serve food monthly; socialize with guests; distribute clothes

**Finca del Niño** - *Volunteer* - Trujillo, Honduras Oct 2024

- Volunteered at mission-driven children's home, school, and clinic during fall break, supporting vulnerable children through manual labor, community engagement, and organized activities; conversed about social and political issues, faith, and daily life; improved Spanish proficiency

**Summer Service Learning Program, R.M. Pyles Boys Camp** - *Camp Counselor* - Sequoia National Forest, CA May–Aug 2022

- Accompanied and supervised campers 24/7, guided groups of eight campers into the backcountry, created and led activities to foster engagement
- Shared life lessons, led conversations about translating camp experiences to city life and choices
- Analyzed fatherlessness and presented suggestions to Notre Dame's Center for Social Concerns, calling for the City Council of LA to implement

**Notre Dame Center for Social Concerns Fall & Spring Seminars** - *Participant* - Alderson, WV; Cincinnati, OH Sept 2021–Apr 2022

- Attended weekly classes to discuss rural and urban poverty, community challenges, misconceptions, mitigants, methods of implementation
- Engaged in service trip to Bethlehem Farm with 10-person team over fall break and volunteered at St. Vincent de Paul Society and various social service agencies with six-person team during spring break, performed manual labor tasks, connected with local residents

## EXTRACURRICULAR ACTIVITIES

**Notre Dame Real Estate Club (REND)** - *President* - Notre Dame, IN May 2023–Present

- Plan and execute events, such as club meetings, guest speakers, career treks, site tours, modeling workshops, and networking events
- Ideate and implement new initiatives, including biweekly meetings with new content, resume reviews, a mentorship program, and case competitions
- Oversee team of twelve club officers and build relationships with real estate professionals, alumni, faculty, and staff; manage \$20k club budget

**Puerto Rico Affordable Housing Immersive Learning Course** - *Participant* - San Juan, Puerto Rico Jan–Mar 2023

- Attended weekly classes and visited multiple mixed-income development projects in San Juan, Puerto Rico during spring break
- Discussed affordable housing; analyzed key aspects of development, including financing, entitlements, construction, and community reception
- Met with real estate professionals and project stakeholders and prepared a final presentation for a proposed affordable housing development

**Student International Business Council (SIBC), LaSalle Investment Management** - *Travel Team Member* - Notre Dame, IN Sept–Dec 2022

- Pitched Core+, real estate investment fund centered on alternative asset classes, student housing and self-storage, with 10-person team; outlined historic performance, synergies, market analysis, risks, financing strategy, investment criteria, terms; presented to members of LaSalle in Chicago

## SKILLS & INTERESTS

*Technical & Language*: Microsoft Excel & PowerPoint, Argus (beginner), CoStar, Placer.ai, Axiometrics, Capital IQ, Spanish (basic conversational)

*Interests*: Faith | Weight Lifting | Nutrition | Skiing | Volunteering | Cody Johnson & Kenny Chesney | EDM | Ukulele | Camping | Western Novels

# Michael McGaugh II

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mmcgaugh@nd.edu | (989) 259-9915

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## EDUCATION

**University of Notre Dame, Mendoza College of Business** - Notre Dame, IN May 2026  
● Bachelor of Business Administration | Finance Major | Real Estate and Theology Minors **GPA: 3.97 / 4.00**  
● Business Honors Program  
● Recognized on Dean's List every semester

**H. H. Dow High School** - Midland, MI May 2022  
● SAT: 1550 (EBRW 760 / M 790) **GPA: 3.96 / 4.00**  
● National Honor Society, DECA International Finalist, Varsity Tennis State Quarterfinalist (Captain)

## EXPERIENCE

**Gabelli Asset Management Company (GAMCO)** - Rye, NY July 2024 - August 2024  
*Investment Management Intern*  
● Pitched a stock (NASDAQ: RRR) to Gabelli portfolio managers and analysts  
● Completed a written research report and built Excel models to support investment thesis with valuation

**Myers Industries, Inc. (NYSE: MYE)** - Midland, MI May 2023 - August 2023  
*Commercial Intern - Supply Chain & Product Management*  
● Evaluated key market segments within the company's rotational molding platform  
● Revised and improved OEM service model, delivered \$200,000 in annual savings  
● Created market plan for RV aftermarket channel expansion, generated \$450,000 in revenue growth

**Midland Country Club** - Midland, MI (Seasonal) April 2021 - August 2022  
*Member Services - Golf Staff*  
● Ensured member satisfaction and comfort through diligent service  
● Managed tee-sheet scheduling and facilitated smooth operations during tournament play  
● Assisted operations as host course for annual LPGA tournament (Dow Great Lakes Bay Invitational)

## INVOLVEMENT

**Notre Dame Real Estate Club** August 2022 - Present  
*Vice President*  
● Coordinated and presented at club meetings for 600+ members in one of the university's largest clubs  
● Paired with a Notre Dame alumnus for individualized coaching and guidance in real estate careers  
● Met with a variety of guest speakers including professors, alumni, and current real estate professionals

**Notre Dame Student International Business Council** September 2022 - Present  
*Project Teams: Evercore Inc, Blue Vista Capital Management, GTCR LLC, Merakoi AG*  
● Addressed problems faced by investment banking, private equity, and real estate firms through business cases  
● Conducted research and used multiple valuation methods to pitch strategic advisory industrials acquisition  
● Presented to Evercore leadership in New York City, and the CEO of Merakoi AG based in Basel, Switzerland

**Saint Andre Committee - O'Neill Family Hall** October 2022 - Present  
*Chairman, Fundraising Commissioner*  
● Worked to refine the Notre Dame experience for incoming freshmen and all future students  
● Organized and directed all council meetings and communication between members  
● Planned and executed fundraising events, contributing \$7,000 to the South Bend Center for the Homeless

## SKILLS & INTERESTS

International experience: Switzerland, Thailand | NISCA Academic All-American: Diving | Fitness  
Authored ISBN registered book | Python, C++, Java, Visual Basic, Tableau | Microsoft PowerPoint, Excel, Word

## Jamie Halperin

630-864-8681 - <https://www.linkedin.com/in/halperin-jamie/> - [jhalperi@nd.edu](mailto:jhalperi@nd.edu)

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### BAR ADMITTANCE

California

### EDUCATION

#### **MBA – University of Notre Dame, Mendoza College of Business**

- Real Estate Club, Consulting Club, First Generation Club

*South Bend, IN*

May 2026

#### **JD - University of Illinois, College of Law**

- Women's Law Society, Entertainment Law Society, Business Law Society

*Urbana-Champaign, IL*

May 2019

#### **BA - University of Alabama**

- University of Alabama Honors College

*Tuscaloosa, AL*

December 2015

### WORK EXPERIENCE

#### **Live Nation Entertainment (U.S. Concerts), Associate Counsel – *Beverly Hills, CA/Remote***

**August 2021 – September 2024**

- Directed cross functional teams on a daily basis, responsibilities including but not limited to, meeting tight deadlines and effectively managing 100+ deals each month, upholding strong organizational and time-management skills, and translating complex legal issues into layman's terms.
- Managed marketing, promotion, and advertisement deals to protect Live Nation's Intellectual Property and ensure the maximization of company revenue and continued prosperity of partnerships.
- Spearheaded business teams through Live Nation festival season and executed 100+ vendor contracts each month to ensure smooth business operations at various Live Nation events –always securing favorable indemnification and insurance provisions.
- Launched international festivals, which included leading cross-functional business teams and extensive negotiations with international vendors.
- Directed executives on new legislation and regulatory changes, such as ADA compliance, the TICKET Act and Sherman Anti-Trust Act.
- Negotiated worldwide tour agreements and national lease agreements, always minimizing company risk.
- Developed mergers and acquisitions, which included building out new company subsidiaries from the ground up.
- Expanded Ticketmaster platform, which included implementation of new SaaS providers and drafting and execution of technology agreements.

#### **Gerard Fox Law, Associate Attorney – *Beverly Hills, CA***

**October 2020 – August 2021**

- Primarily handled Entertainment, Business, Intellectual Property and Tort litigation, which included assessing cases for probable outcomes by researching black letter law and other legal authority to conduct comprehensive legal research and advise the Partners accordingly.
- Confer with colleagues on subject matter to develop strategies and arguments for litigation; caseload included, intellectual property/royalty disputes, dissolution of a profitable start-up company and complex fraud issues.
- Led divorce and asset separation case –maintained decorum with client to navigate an exceptionally difficult situation.
- Vigorously worked with management and staff to resolve pre-litigation disputes and execute possible settlements to avoid burdensome litigation for clients.

#### **The Walt Disney Company, Contract Specialist – *Glendale, CA***

**November 2019 – May 2020**

- Contract liaison for Disney Consumer Products; oversaw Disney intellectual property licenses and led a team of 10+ colleagues daily to execute agreements and ensure continued licensure compliance.
- Managed all licenses on protected Disney technological interface –always ensuring proper input and protection for invaluable Disney IP.

#### **Live Nation Entertainment (Ticketmaster & House of Blues), Legal Associate – *Beverly Hills, CA***

**June 2018 – May 2019**

- Drafted and reviewed national ticketing agreements for the NFL, MLB, NHL, and NBA, while ensuring all privacy and data concerns are met.
- Executed 50+ House of Blues leases and led an overhaul of ADA compliance in all House of Blues venues at a national level.
- Drafted and reviewed technology, marketing, and SaaS agreements to safeguard intellectual property and company data.
- Advised management on new legislation and regulatory changes that impact Live Nation, such as international data privacy laws considering new standards set by GDPR.

### INTERESTS

- Practicing yoga, traveling, gardening

# Jatin Jain

(574)-210-2333

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jjain2@nd.edu

## Education

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### University of Notre Dame, Mendoza College of Business

Notre Dame, IN

Master of Business Administration (STEM), Major: Finance; Minor: Strategy

May 2026

- **GPA:** 3.8/4.0; Merit scholarship recipient
- **Club Membership:** MBA Consulting Club, MBA Finance and Investment Club

### Veermata Jijabai Technological Institute (VJTI)

Mumbai, India

Bachelor of Technology; Major: Information Technology

May 2019

- **GPA:** 3.8/4.0; Full Tuition Scholarship
- **Research:** Published a paper at IEEE on issuing and verifying university certificates using blockchain technology

## Work Experience

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### JPMorganChase

Mumbai, India

Associate (Commercial and Investment Banking Division)

May 2022 – Jul 2024

- Created a proof of concept to optimize employee travel processes, presented a strategic pitch to management, and secured \$1 million in funding to launch the full-scale Cross Border Systems project
- Collaborated with clients from UK and Argentina on offshore banking requirements for Remote Booking Traders to improve data accuracy, cutting down trade errors by 20% and saving \$750K annually in forex charges
- Designed product and service launch management tool to expedite time-to-market for new services and products, reducing approval times by 30% and increasing revenue by 15% from newly launched offerings
- Led a team of 7 contractors to integrate data inventories, automate real-time updates, and streamline connectivity across different lines of business, lowering data feed time by 75% and processing time by 20%
- Enhanced post-trade data storage and retrieval with a cloud-based solution, reducing infrastructure costs, and efficiently handling higher transaction volumes, leading to a 1% boost in post-trade product revenue.

### UBS

Mumbai, India

Technical Lead (Personal and Corporate Banking)

Feb 2021 – May 2022

- Delivered a strategic project to automate liquidity management, capital adequacy, and risk governance, ensuring regulatory compliance and helping the client achieve 70% operational efficiency in manual tasks
- Established robust communication channels with stakeholders to understand the international banking regulatory requirements, prioritize projects, and create accurate estimations, improving project timelines by 15%
- Mentored a team of five developers on best practices in coding standards, test-driven development, software architecture principles, and user interface design, leading to a 40% increase in code quality
- Planned and executed project plans, delivered biweekly presentations to senior management, incorporated feedback from business users and facilitated retrospectives, achieving a 95% on-time delivery rate

Software Developer (Personal and Corporate Banking)

Jul 2019 – Feb 2021

- Built a workflow control and adjustment tool to identify and resolve potential discrepancies in financial reporting, preventing 90% of errors and eliminating \$100K in regulatory and compliance fines
- Designed a Power BI dashboard that leverages data visualization techniques to display compliance analytics and financial charts for regulatory requirements, helping to decrease administrative work by 40%
- Created an automated alert system to notify supervisors of liquidity threshold breaches and analysts of task assignments, enabling proactive responses and achieving a 90% success rate in timely adjustments
- Documented each report & software component, undertook knowledge transfer sessions on user interface frameworks, and held technical touch-point meetings with other teams, increasing feature delivery rate by 25%

Application Developer Intern

Jun 2018 – Jul 2018

- Developed a gamified learning web application as part of CSR, enhancing financial literacy of 100K+ children in 350 NGO centers across India, with 85% of users demonstrating improved knowledge in business fundamentals

## Skills and Interests

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- **Skills:** Power BI, Tableau, MS Excel, MS PowerPoint, SQL, Financial Modelling, Valuation Analysis, Casing, Market Research, Accounting, Python, R, , Data Analysis, Stakeholder Management, Project Management
- **Volunteering:** Developed a scheduling and tracking solution in JPMorgan Chase's Code for Good hackathon to help a nonprofit optimize food distribution logistics, reducing delivery times by 25% in underserved areas
- **Interests:** Solo Traveling – Explored 20 states across India, running marathons and playing badminton



# BINA ALI

Gurnee, Illinois | 224-456-0644 | [bina.ali53@gmail.com](mailto:bina.ali53@gmail.com)

## OBJECTIVE

Dynamic and results-oriented Pharmaceutical Product Manager with a proven track record of developing high-impact sales enablement materials, driving pipeline generation, and aligning cross-functional teams to achieve business goals. Currently pursuing MBA at Northwestern to further enhance strategic marketing and leadership skills. Eager amplify my career and contribute to innovative solutions and strategic initiatives within a collaborative and fast-paced environment.

## PROFESSIONAL EXPERIENCE

**Medline Industries** | Northfield, Illinois

**Pharmaceutical Product Manager**

**March 2022 – Present**

- Built key customer relationships and established marketing strategies which directly resulted in an increase of annual net sales from \$53MM in 2020 to exceeding \$120MM in 2023.
- Managed the sales growth and served as key point of contact for pharmaceutical products with over 5,000 skus and managed relationships with over 33 vendors.
- Collaborated with key stakeholders to develop a comprehensive product roadmap, strategically expanding our product offerings into the surgery center niche. Demonstrated effective planning and execution, resulting in a 73% portfolio match before launching
- Led marketing efforts to expand into the surgery center space, resulting in annual revenues of \$10 million in the first year and a maintained gross margin of 25%.
- Collaborated with Surgery Center team of 80+ field sales reps to launch strategic programs, optimizing pricing solutions for pharmaceutical products, leading to a \$526k revenue growth in a single quarter
- Organized a focused customer engagement program and served as a liaison between the sales team and clients, ensuring alignment with their needs and expectations, ultimately leading to a 27% increase in client retention and an expanded customer base
- Conducted interviews with customer to extract insights to the surgery center market to curate a launch strategy into a new market

**Associate Pharmaceutical Product Manager**

**June 2020 – March 2022**

- Managed cross-functional teams encompassing product, engineering, sales, and operations, to effectively launch an e-booking platform adopted by 500+ sales reps. The technology streamlined \$25MM in revenue, delivering an efficient solution at scale.
- Reviewed monthly financial performance to determine the contributing factors impacting product lifecycle and created processes for margin pick up, such as decreasing scrap expense by \$438k and negotiating for better rates with vendors for average reduced cost by \$11.35.
- Developed and implemented a new comprehensive vendor promotional program to support product strategy, pricing strategy, and brand management- resulting in 78% growth in promotional program revenue.
- Crafted and executed a new product vision and strategy, leveraging market research, competitor analysis, and customer feedback sessions. This initiative, aimed at overcoming a challenging quarter, not only enhanced product positioning but also enabled the team to anticipate market trends, fostering sustained market leadership.

## EDUCATION

**Northwestern** | Kellogg School of Management

**May 2024- Jan 2026**

- *Masters in Business Administration Candidate*

**The University of Illinois at Urbana-Champaign**

**August 2016- May 2020**

- *Bachelor of Markets and Management, Minor in Informatics*

## SKILLS

- **Skills:** Sales Growth and Revenue Generation, Market Research and Industry Insights, Product Expertise and Customer Conversion, Team Leadership, Project Management and Technology Adoption, Financial Analysis and Strategy
- **Technical Skills:** Excel, Microsoft Office, Adobe Acrobat Pro



## W. SPENSER CARDENAS

Evanston, Illinois | (410) 726-2791 | spenser.cardenas@kellogg.northwestern.edu

### EDUCATION

2023 - Present	<b>KELLOGG SCHOOL OF MANAGEMENT   NORTHWESTERN UNIVERSITY</b> <i>Candidate for Master of Business Administration degree, June 2025</i> <ul style="list-style-type: none"><li>• Flanagan Scholarship (awarded to students with outstanding merit and an interest in finance), Dean's List</li><li>• Real Estate Club (VP of Alumni), Social Impact Club (Director of Alumni), Cork &amp; Screw (Wine Club – President)</li><li>• Second Place: UNC Kenan-Flagler Real Estate Development Challenge (2025)</li></ul>	Evanston, IL
2013 - 2017	<b>CORNELL UNIVERSITY</b> <i>Bachelor of Science</i> <ul style="list-style-type: none"><li>• Major in Hotel Administration (Minor in Real Estate with a Concentration in Law)</li></ul>	Ithaca, NY

### EXPERIENCE

2024	<b>INTERNATIONAL FINANCE CORPORATION (IFC)</b> <i>Global Internship Program – Tourism, Retail, and Property (Africa)</i> <ul style="list-style-type: none"><li>• Performed financial underwriting, completed market due diligence, and drafted investment memorandum for a \$30 MM corporate loan facility to the largest discount retailer in Egypt to finance its Morocco expansion.</li><li>• Audited the financial model, drafted the investment memorandum, and assessed the impact potential for a ZAR1.0 billion (~\$52 MM) corporate loan facility to the largest affordable housing developer in South Africa.</li><li>• Completed the initial underwriting of a \$5 MM corporate loan facility to a Kenya-based affordable housing developer to provide working capital to facilitate the construction of ~2,000 homes over the next 5 years.</li></ul>	Remote
2021 - 2023	<b>KAYNE ANDERSON CAPITAL ADVISORS</b> <i>Senior Associate - Real Estate Debt</i> <ul style="list-style-type: none"><li>• Underwrote 127 financing requests totaling \$10 billion in potential funding, issuing 22 preliminary quotes and 7 term sheets, and executing on 3 transactions totaling \$559 MM of initial funding and future commitments.</li><li>• Responsible for underwriting, structuring, executing, and asset managing commercial real estate debt investments (senior debt, mezzanine loans, and preferred equity), including financial modeling, loan term negotiation, market research, legal due diligence, property level due diligence, and the drafting and presentation of investment memorandums to credit committee.</li></ul> <u>Select Investment Experience</u> <ul style="list-style-type: none"><li>• Underwrote, closed (in less than four weeks) and asset managed, a \$400 MM unitranche loan facility, with an initial \$129 MM funding utilized to acquire a cross collateralized and cross defaulted three-property student housing portfolio and the remaining \$271 MM reserved for the acquisition of additional properties.</li><li>• Underwrote, closed and asset managed a \$116 MM refinance and equity repatriation loan secured by an IL/AL/MC senior housing community, worked with borrower and note-on-note lender in parallel 48 hours prior to closing to restructure rate hedging requirements in a volatile environment while limiting lender risk.</li></ul>	Boca Raton, FL
2017 - 2021	<b>BRIDGEINVEST</b> <i>Associate - Originations, 2019 – 2021</i> <ul style="list-style-type: none"><li>• Lead originator and underwriter on 14 closed transactions representing a total investment of approximately \$232 MM, including the firm's first self-storage loan, first assisted living loan, and first build-to-rent loan.</li><li>• Responsible for originating, underwriting, structuring, and executing commercial real estate debt and equity investments, including financial modeling, market research, legal due diligence, property level due diligence, drafting of investor targeted deal memorandums, and completing credit committee presentations.</li></ul> <u>Select Investment Experience</u> <ul style="list-style-type: none"><li>• Underwrote and closed the firm's first equity investment, a \$20 MM co-GP participation in the \$57 MM acquisition and reposition of a mixed-income multifamily property as a part of a public-private partnership.</li><li>• Originated, underwrote, and closed a \$35 MM construction loan for a boutique hotel, including structuring the loan as a two-tranche transaction to provide borrower with development flexibility, underwriting the value of a profit-sharing agreement with a major retail tenant, and accommodating a multilayered capital stack.</li></ul> <i>Analyst - Originations, 2017 - 2019</i> <ul style="list-style-type: none"><li>• Primary analyst leading financial underwriting, due diligence, and loan document negotiation on 10 closed transactions representing a total investment of approximately \$152 MM.</li><li>• Assisted with the structuring, financial modelling, and fund document drafting, of BridgeInvest Specialty Credit Fund II, which closed with \$150 MM in LP commitments.</li></ul>	Miami, FL

### ADDITIONAL DATA

- Interests: Photography, Weightlifting, Wine, Scotch, Motorsports, Indianapolis Colts, Baltimore Orioles

# Meera Bhanu Ganesh

167 Sonas Drive, Hayward, CA 94587 | (510)-378-6610 | meera.ganesh@northwestern.edu

## Feinberg School of Medicine, Northwestern University

*Doctor of Medicine*

**Chicago, IL**

Anticipated May 2025

## Kellogg School of Management, Northwestern University

*Masters in Business Administration*

**Chicago, IL**

Anticipated June 2025

## Northwestern University

*Bachelor of Arts in Biological Sciences, Minor in Global Health*

**Evanston, IL**

June 2020

- Honors Program in Medical Education, Sherman Travel Award Recipient
- GPA: 3.85/4.00, Dean's List (all quarters)

## RELEVANT EXPERIENCE

### Creative Health Capital

**Chicago, IL**

*Private Equity Intern*

January 2025 - Present

- Creative Health Capital provides investment banking services and private equity investments in healthcare
- Identified and evaluated acquisition and exit targets in nursing care, durable medical equipment and specialty clinic industries
- Modeled financial leverage strategies for equity buyout and acquisition for portfolio company

### Ruth Health

**Chicago, IL**

*Health Innovation Fellow*

November 2023 - March 2024

- Ruth Health is a healthcare company that provides virtual doula care and post-partum pelvic floor therapy
- Built financial model with Medicaid Codes to determine projected revenue for lactation care based on state regulations
- Improved business development through market research for client pitches and partnerships with healthcare organizations

### HealthBox

**Chicago, IL**

*Consulting Intern*

April 2019 - June 2019

- Healthbox is a healthcare firm that offers strategic innovations advisory services and manages innovations venture funds
- Conducted market and competitor scan of medical technology apps to facilitate patient communication in ICU settings
- Created healthcare innovation models and identified success indicators for innovations programs with extensive market analysis

### Horizon Therapeutics

**Chicago, IL**

*Medical Affairs Intern*

June 2019 - August 2019

- Devised strategy for analyzing and utilizing competitive regulatory intelligence to influence business strategy of portfolio drugs
- Reduced \$270,000 of overhead for the medical department by contemporizing client facing scientific research material
- Increased company-wide department exposure through creation of internal webpage and instituted strategy for future iterations

### Tell Health

**Chicago, IL**

*Business Development Intern*

April 2020 - July 2020

- Tell Health is a pre-seed startup that is developing a care coordination app for patient provider communication
- Diversified marketing scheme through creation and management of social media presence and content coordination
- Drove capital growth through market research for investors and other strategic funding sources for client acquisition

## Feinberg School of Medicine

**Chicago, IL**

*Student Researcher*

January 2020 - Present

- Podium abstract presentation at national conference in Otolaryngology (30+ attendance); 2 upcoming abstracts accepted
- Published multiple abstracts, manuscripts as first and co-author on clinical research in Otolaryngology and Urology

## COMMUNITY LEADERSHIP

### Medical Alumni Association Board, Feinberg School of Medicine

**Chicago, IL**

*Board Member*

September 2021 – Present

- Organized/paneled multiple women in medicine mentoring activities and was nominated as one of two student representatives

### Dance Marathon, Northwestern University

**Evanston, IL**

*Development and Alumni Relations Committee Member*

September 2018 – March 2020

- Secured corporate and alumni donations for gala which raised \$52,000 for beneficiaries; exceeded personal fundraising goal by 25%

## TECHNICAL SKILLS & INTERESTS

*Computer:* R, Statistics (One-way ANOVA, STATA, Seq Search, SigmaPlot), InDesign, Microsoft Office

*Languages:* English - fluent, Malayalam, Hindi - speaking fluency, Spanish - proficient

## RACHEL VADHAN

Evanston, IL | (516) 425-0455 | Rachel.Vadhan@kellogg.northwestern.edu

### EDUCATION

2023-Present	<b>KELLOGG SCHOOL OF MANAGEMENT   MCCORMICK SCHOOL OF ENGINEERING NORTHWESTERN UNIVERSITY</b> <i>MBA and MS Design Candidate (MMM Program), Finance, June 2025</i> <ul style="list-style-type: none"><li>• Zell Fellow: Selected to Kellogg's premier entrepreneurship accelerator to build and launch a business</li><li>• Investor at Regeneration.VC: Conducted thesis development, founder interviews, and due diligence on 30+ climate tech startups for an early-stage VC</li><li>• Led a 10-week design sprint with Google DeepMind to prototype an AI-powered agent automating SMB workflows across Google Workspace; leveraged Gemini and Loveable.Dev to develop and test the solution</li></ul>	Evanston, IL
2014-2018	<b>UNIVERSITY OF VIRGINIA</b> <i>Bachelor of Arts in Economics and Global Studies, Dean's List</i> <ul style="list-style-type: none"><li>• Internships: Consultant at Accenture; Consultant at IO Sustainability; Business Development at Alkemy</li></ul>	Charlottesville, Virginia

### EXPERIENCE

2024-2025	<b>LOCAGO</b> <i>Founder &amp; CEO of Locago, a two-sided marketplace for shopping small businesses near you</i> <ul style="list-style-type: none"><li>• Launched MVP in 4 months without technical experience, managing 3 offshore engineers; built a tech stack integrating AWS, OpenAI, Sharetribe, and Stripe, and published apps on Shopify, Square, and Wix</li><li>• Onboarded 11 stores with \$25K in inventory and drove 100+ transactions</li><li>• Raised \$46k in non-dilutive funding through Northwestern &amp; Stanford University pitch competitions</li></ul>	Evanston, IL
2021-2023	<b>TROVE</b> <i>Series E startup providing resale technology and white-label management services for large retailers</i> <i>General Manager of <a href="#">lululemon Like New</a>, <a href="#">Canada Goose Generations</a>, <a href="#">Eileen Fisher Renew</a>, <a href="#">Levi's Secondhand</a></i> <ul style="list-style-type: none"><li>• Defined and executed strategic plan to scale lululemon "Like New" from two-state pilot to domestic US, alongside C-suite leadership; increased program revenue by 10x and gross margin by 1,000 bps</li><li>• Managed \$20M across four P&amp;Ls, leading quarterly &amp; annual product/financial planning to drive alignment between client KPIs &amp; internal growth strategy</li><li>• Built an AI-powered computer vision model with Machine Learning team, automating clothing identification; reduced manual processing time by 40% and secured executive buy-in to scale</li><li>• Conducted 20+ user interviews and designed UX for a new markdown indicator; improved conversion by 6% and implemented the company's first A/B test using Kameleoon; analyzed performance using SQL and Looker</li><li>• Designed and scaled operational workflows for new resale categories with no dedicated engineering team; developed SOPs that reduced processing time by 30% and unlocked 50,000 units for resale</li></ul>	San Francisco, CA
2018-2021	<b>ACCENTURE</b> <i>Strategy Consultant (Distinctive achievement promotion awarded to top 5% of performers), 2020 - 2021</i> <ul style="list-style-type: none"><li>• Led a team of two Accenture managers to redesign a \$52B retailer's org structure; optimized processes, achieving a 10% FTE reduction, and developed training for 10,000 employees in 20 countries</li><li>• Developed GTM strategy &amp; financial due diligence for a European SaaS grocery platform entering the U.S.; interviewed 20+ executives to refine product-market fit and pricing strategy</li></ul> <i>Senior Strategy Analyst (distinctive achievement), 2019 - 2020</i> <ul style="list-style-type: none"><li>• Constructed supply chain optimization model using SQL, Alteryx, &amp; Tableau, analyzing 20+ variables to determine optimal DC locations; secured Board approval, increasing network capacity by 14%</li><li>• Redesigned store performance framework for 1,000+ locations, revealing misaligned incentives that hindered eComm support in-store; reduced internal reporting by 60% and improved cross-channel fulfillment by 5%</li></ul> <i>Strategy Analyst, 2018 - 2019</i> <ul style="list-style-type: none"><li>• Performed 45+ client interviews and developed a business case with 54 initiatives; identified \$9M in savings</li><li>• Automated inventory placement algorithm in partnership with GVP of Planning, reducing error rates by 10%</li></ul>	San Francisco, CA

### ADDITIONAL DATA

- Circularity 101: cofounded an online course for high schoolers sponsored by the Circular Economy Club
- Adrenalin-seeking skier; Avid reader of rags-to-riches novels (Shoe Dog is my favorite); UVA Men's College Basketball Fan (still rewatching 2019 March Madness); How I Built This & Morning Brew Daily Podcast listener