

SOHO PROPERTIES, SUMMER ANALYST

Areas of Expertise

Microsoft Excel - financial modeling, PowerPoint, and Word Fluent in four Indian languages - Hindi, Tamil, Telugu and Kannada Tennis Won multiple state and national titles as a junior and consistently ranked Top 10 in India

Work Experience

Soho Properties, Summer Analyst

Company Name $\frac{1}{4}$ City, State

- Manhattan based Development firm Performed multiple feasibility analyses for potential residential and hotel development projects Evaluated terms and covenants of equity and debt partnership proposals to supplement analyses Facilitated in restructuring partnerships to accommodate LP's in a \$300M Times Sq.
- hotel project Identified a suitable component of debt financing by comparing EB-5 to mezzanine debt Prepared agendas, scheduled and managed executive committee meetings for ongoing projects Massey Knakal, Capital Services Intern; Brooklyn, New York NYC's #1 Building Sales Firm" Worked alongside the Director of Capital Services for all aspects of finance operations including origination, underwriting and execution for both acquisitions and refinancings Restructured a \$33M cross-collateralized loan secured by a 7 building mixed-use portfolio Performed market analyses which consisted of evaluating current and past demographic data, market trends and comparables, used to support assumptions Created offering memorandums for lenders.

Strategy Analyst

Company Name $\frac{1}{4}$ City

- Middle market and luxury real estate development firm.
- Performed a market analysis on the single-family second home market in Chennai and identified emerging trends which was the basis for a major strategy shift in the firm.
- Computed detailed deal-by-deal analyses consisting of development cost matrices, and sales price sensitivity tables, concluding with IRR and ROE figures for new deals.
- Assisted Managing Principal in executing the strategy shift, focusing on single-family beach villas in the emerging East Coast Road submarket.

Consultant

Company Name $\frac{1}{4}$ City

- Boutique real estate office, specializing in advisory and brokerage Founded the company as a sole proprietor upon graduating college Conducted feasibility studies and due diligence to advise developers in emerging submarkets Collaborated with CEO of Australian company Mii-Homes on establishing a new factory Secured suitable homes and office space for several multinational companies and consulates Appointed as the primary real estate consultants for Korean Trade center Hired with exclusivity to sell residential properties worth over \$22M USD Family Office, Asset Manager; Chennai, India Core Real Estate Portfolio consisting of Office, Multi- Family and Single Family assets worth \$70M Determined pricing and strategy based on market conditions and required returns Provided operations reports to principals on a quarterly basis Negotiated management contracts with property managers Successfully negotiated the renewal of a high profile lease with the German Consulate.

Education

M.S : Real Estate, Finance and Investments INTERESTS New York University $\frac{1}{4}$ City, State GPA: GPA: 3.75 Real Estate, Finance and Investments GPA: 3.75

B.A : Economics Hawaii Pacific University $\frac{1}{4}$ City, State GPA: GPA: 3.40 GPA: 3.86 Deans' List Economics GPA: 3.40 GPA: 3.86 Deans' List

Pendleton School IMG Nick Bollettieri Tennis Academy $\frac{1}{4}$ City, State GPA: GPA: 3.60 GPA: 3.60

New York University (Stern School of Business) $\frac{1}{4}$ City, State Private Equity Finance

Accomplishments

- Awarded the 100% Effort award at Nick Bollettieri Tennis Academy Recruited by #5 Hawaii Pacific University Competed professionally in the international men's circuit Dec '15 May '11 May '07 Jun '14 - Aug '14 Jan '14 - Jun '14 May '12- Jul '12 Jul '11 - Aug '13 Jun '11 -Aug '13.

Interests

Member of NYU Global Real Estate Club, Stern Real Estate Club, Graduate Finance Association, Stern Private Equity Club, Stern Investment Management and Research Society Community Service Participated in fundraiser with Martina Navratilova to raise money for AIDS in Zimbabwe Volunteer at SMILE; assist and serve the economically backward in healthcare needs

Skills

acquisitions, contracts, due diligence, Equity, feasibility studies, Finance, financing, financial modeling, German, Hindi, Korean, languages, Director, Managing, market analysis, market, meetings, Microsoft Excel, Office, PowerPoint, Word, pricing, proposals, Real Estate, Sales, strategy, tables

Additional Information

- NYU Clubs Member of NYU Global Real Estate Club, Stern Real Estate Club, Graduate Finance Association, Stern Private Equity Club, Stern Investment Management and Research Society Community Service Participated in fundraiser with Martina Navratilova to raise money for AIDS in Zimbabwe Volunteer at SMILE; assist and serve the economically backward in healthcare needs