

CHRISTIAN BENZ

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Majors in Real Estate & Strategic Management **2019 - 2021**

- GMAT 770 (99th percentile)
- Wharton Global Impact Consultant: Designed 3-year strategic program for Mongolian non-profit social enterprise
- President of Rebuilding Together Philadelphia & Basketball Club, Member of Real Estate, PE/VC, & Consulting Clubs
- Relevant Coursework: RE Investments, RE Development, RE Disruptions, Urban Fiscal Policy, Negotiations, Corp. Finance

THE GEORGE WASHINGTON UNIVERSITY **Washington, DC**
Bachelor of Science in Civil Engineering; Concentration in Sustainability **2010 - 2014**

- Honors & Recognition: Presidential Academic Scholarship, Dean's List, Cum Laude, University Honors Program Scholar
- Study Abroad: University College Dublin (Ireland) & The Global Renewable Energy Education Network (Costa Rica)

EXPERIENCE

COUNCIL CAPITAL **Philadelphia, PA (Remote)**
MBA Summer Associate – Value Creation Team **Summer 2020**

- Influenced CEO to modify RE growth strategy, examining SOP and communication, task management, and planning infrastructure, creating best practices playbook to support schedule & budget amid 100% increase in new clinic deployment
- Devised holistic go-to-market strategy for specialty healthcare provider, surveying \$1B NJ/PA pediatric autism market and 600+ member referral network, establishing Salesforce CRM platform and identifying target markets for clinic deployment
- Reinvented new patient intake process for high growth portfolio company, deconstructing existing on-site operations and conducting 10+ discovery interviews, aiming to reach 80% patient conversion rate and unlock \$50M+ of potential revenue

TURNER CONSTRUCTION COMPANY **Washington, DC**
Regional Lean Coordinator – Mid-Atlantic (VA/DC/MD) Business Unit **2018 - 2019**

- Led 200+ staff across 15 projects totaling over \$1B in gross volume through execution of the Last Planner System® (LPS) and lean problem-solving techniques, improving work plan reliability to as high as 85%, well above industry average of 54%
- Developed project-specific lean implementation plans as internal consultant for business unit, evaluating efficiency and personnel gaps in operations, resulting in a program for Turner Lean Certification on all jobs over \$10M in volume
- Facilitated 60+ hours of lean and LPS workshops, training over 300 Turner employees, government/private clients, and key stakeholders of local subcontractor community, furthering lean thinking and practice throughout industry

Assistant to the General Manager – Turner Federal Services **2017 - 2018**

- Advised VP & GM of Turner Federal Services Group (FSG) in intensive mentorship position, demonstrating leadership, communication, and problem-solving skills, enhancing value as top U.S. gov't construction firm with \$2.3B in revenue
- Analyzed design development drawings and managed procurement process for 12 contracts on \$112M federal project, capturing \$1.5M in savings and resolving 50+ design/construction feasibility issues
- Spearheaded strategic planning efforts to reshape FSG and reduce earnings volatility by compiling a federal "guidebook" to codify tacit knowledge within company and determine where federal expertise was most critical to project delivery process, resulting in creation of the Federal Services Market Segment Group, cutting \$1.2M per year from MABU staff overhead

Engineer – Naval Facilities Engineering Command Health Clinic Replacement **2014 - 2017**

- Persuaded 40 subcontractors to resolve 13,000+ punch list items, productively managing final delivery of \$43.5M state-of-the-art project, resulting in a smooth handover to client and avoidance of contractual liquidated damages of nearly \$30k/day
- Crafted formal U.S. Green Building Council LEED submission for project, capturing all relevant data required for the \$6M+ worth of material on site, earning an official Silver Certification, 2 points higher than originally planned
- Controlled execution of repair work during 1-year warranty period, serving as sole POC for government and responsible subcontractors, negotiating resolution of 121 warranty items and completion of Turner's contractual obligations

ADDITIONAL INFORMATION

- **Summer 2020 Cancelled Internship (COVID-19):** CBRE Global Workplace Solutions MBA Summer Associate Program
- **Corporate Citizenship:** Mentored 12 Turner Construction Company interns for 2018 summer capstone project as Project Executive, providing experiential learning through partnership with the VA, renovating house of formerly homeless veteran
- **Community Leadership:** Directed cross-functional team of 25 industry professionals and 500 volunteers as Co-Chair for D.C. non-profit (DCBIA) 2017 service project, coordinating 6k service hours and \$3M pro bono over 8-month timeline
- **Interests:** Liverpool/US soccer, basketball, scuba diving, community service, hiking (Mt. Kilimanjaro), fantasy football