

# KEVIN FLEMING

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Major in Real Estate*

Philadelphia, PA

August 2019 – Present

- **Clubs:** Real Estate Club (*VP of West Coast*); Entrepreneurship Through Acquisition Club (*VP of Events*); Private Equity and Venture Capital Club; Travel and Hospitality Club; U Penn Club Water Polo Team
- **GMAT:** 780/800

### PEPPERDINE UNIVERSITY

*Bachelor of Arts in Economics*

Malibu, CA

August 2010 – April 2014

- **GPA:** 3.8/4.0 (Major GPA: 4.0)
- **Honors & Awards:** Phi Eta Sigma National Honor Society, Dean's Scholarship, Summer Economics Scholarship
- **Activities and Leadership:** Delta Tau Delta (*Founding Father, Activities Chair, Philanthropy Chair*); Alpha Kappa Psi (*VP of Alumni Relations, Pledge Class President*); Lausanne, Switzerland Study Abroad Program
- **Business Venture:** Waves Off-Campus, *Co-Founder*; launched real estate startup to help Pepperdine students find off-campus housing; represented 40 clients on residential leases (25% year-over-year revenue increase)

## EXPERIENCE

### WHITMAN PETERSON

Investment Associate

Investment Analyst

Los Angeles, CA

June 2017 – May 2019

October 2016 – June 2017

- Member of 6-person investment team at private equity firm with ~\$800M AUM that invests in both real estate companies and properties (multifamily, student housing, age-restricted apartments, senior housing, hotels, and outdoor lodging)
- Completed preliminary and final underwriting of over \$1.6 billion of real estate acquisition and development projects across several product types and markets
- Presented results of financial analysis and investment recommendations to firm's partners in weekly investment committee meetings to guide firm's investment allocation of \$400M+ fund
- Monitored and collaborated with hotel management teams to gain market share for newly built and/or renovated Marriott and Hyatt branded hotels in Grand Rapids, Louisville and Houston
- Provided guidance and oversight to analysts during underwriting, asset management, and market research processes
- Conducted financial and strategic analysis of hospitality company with upscale outdoor lodging concept to determine buy-in price and establish exclusive partnership with company

### DELOITTE CONSULTING

Strategy and Operations Consultant

Strategy and Operations Business Analyst

Houston, TX and Los Angeles, CA

August 2016 – September 2016

August 2014 – August 2016

- **Real Estate M&A:** Identified annual real estate cost savings by consolidating office portfolios in 70+ markets during mergers of Cushman and Wakefield/DTZ (~\$30M of savings) and Dell/EMC (~\$130M of savings); developed and showcased market analysis tool in regional and international client workshops to demonstrate strategies, collect feedback and align senior client leadership on best path forward
- **Real Estate Portfolio Analysis:** Consolidated real estate portfolio data for ExxonMobil's multi-billion-dollar global real estate portfolio; only team member to present findings in-person to senior client leadership
- **Deloitte Business Analyst Recruiting:** Co-lead multiple undergraduate recruiting initiatives including training current analysts to mentor candidates and conducting/organizing 130 practice case interviews with candidates; 20 members of Fall 2016 / Spring 2017 business analyst classes directly benefited from these initiatives

## ADDITIONAL INFORMATION

- **Interests:** Traveling internationally (21 countries and counting), open water swimming, indoor rock climbing
- **Volunteer:** Board Member of the Pepperdine Alumni Association Ventura County Chapter