

NICHOLAS W. KNISE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Real Estate

2019-2021

- Leadership: Real Estate Club Board Member, Future of Cities Conference Board Member, Leadership Fellow
- Membership: Sustainable Business Coalition, Innovation & Design Club, Food Club, Wildmen Ice Hockey Club
- Relevant Coursework: Real Estate Investments & Finance, Real Estate Development, Corporate Finance, Urban Fiscal Policy
- GMAT: 750 (98th Percentile)

NORTHWESTERN UNIVERSITY

Evanston, IL

Bachelor of Science in Journalism, Major in Economics, Minor in Political Science (GPA: 3.6/4.0)

2011-2015

EXPERIENCE

CALE STREET PARTNERS

London, UK (Remote)

Real Estate Private Equity Summer Associate

Summer 2020

- Conducted due diligence, assisted underwriting, and prepared the investment committee memo to provide \$700m+ structured financing for a \$1bn+ mixed-use development project in a U.S. gateway city
- Performed market analyses, created screening memos, and evaluated new financing and structured equity opportunities for investments in Europe and the U.S., including office, residential, and retail assets
- Built a comprehensive database and identified sizeable new investment opportunities in Europe across asset classes via research and analysis of special situations

GEORGETOWN BUSINESS IMPROVEMENT DISTRICT

Washington, D.C.

Urban Planning & Economic Development Intern

Spring 2019

Leading Economic Development through Analysis and Insights

- Prepared detailed analysis on the impact of commercial property tax increases in Washington, D.C. by analyzing share-of-rent and vacancy trends on small and medium-sized businesses in the Georgetown neighborhood
- Collaborated with multiple local government agencies to identify and share available incentive and funding programs for property owners to make sustainable investments in and renovations to their buildings

DELOITTE CONSULTING

McLean, VA

Strategy & Analytics Consultant

2017-2019

Strategy & Operations Business Analyst

2015-2017

Driving Growth through Customer Segmentation and Innovation

- Developed an analytical model to segment 900+ current and prospective customers based on behavioral and market-level variables for a Global Fortune 500 Specialty Chemical Company
- Led workstream to define and execute value-based offers – combinations of product, price, and service offerings – for 10 distinct customer segments in the client's Medical Device business unit, improving growth rates by 50%

Improving Marketing Capabilities through Digital Transformation

- Identified ~\$15m in revenue and ~\$5m in profit for a \$2.3bn Life Insurance Company through evaluating and prioritizing 14 digital marketing initiatives to be undertaken over a 5-year timeline
- Built a comprehensive maturity model to assess the current state capabilities, define a future state vision, and measure the potential financial impact of the digital marketing transformation, presenting findings to the company's CMO, CFO, and CTO

Enabling Strategic Growth through Operational Excellence

- Selected to Deloitte's Global Consulting Strategy Office, working for the Global Consulting CEO and Chief Strategy Officer on a variety of initiatives to support the re-design of Deloitte's global operating model
- Designed a POV on Deloitte's global assets and capabilities to support the new operating model, evaluated a global market strategy for a product and solutions portfolio, and analyzed ecosystem partners to identify priority areas of investment

ADDITIONAL INFORMATION

Additional Leadership Experience:

- *William P. Lauder Leadership Fellow:* Accepted into a highly selective program (<5% of Wharton students) to receive intensive leadership training and to deliver leadership and management coaching to incoming students
- *Deloitte General Council Co-Lead:* Selected by firm leadership to manage programming for 75+ Analysts & Consultants
- *Deloitte Analyst Fundamentals Coach:* One of 26 coaches nominated nationally to deliver trainings to new Business Analysts

Interests: Passion for cooking and eating; avid Washington, D.C., sports fan; puzzle, board, and card game enthusiast

Languages: Fluent in English, Conversational in Spanish

Skills: Microsoft Excel, Microsoft PowerPoint, ARGUS, teamwork, public speaking, SQL (beginner)