

# 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 (98<sup>th</sup> 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)