

# TALISHA L. RICE

talisha.L.rice@gmail.com | 256-714-3029 (m)

## FINANCE & REAL ESTATE EXPERIENCE

### NEW + FOUND

Remote / St. Louis, MO

Formerly known as Pursang Capital, a financing and fundraising organization that supports real estate development and investments  
**Investment Associate** 2020 - Present

- Collaborate with architecture and construction teams to design the build out of 454,900 SF mixed use property consisting of 15,000 SF office, 71,480 SF retail, and 368,420 SF residential
- Underwrite \$110M development and analyze comparable rental properties, existing inventory, and market dynamics to determine the feasibility and lease-up of 282 newly constructed multifamily units for spring 2023 market entry

### LOFT & MAIN REAL ESTATE INVESTMENTS

Philadelphia, PA

#### Co-Founder & CFO

2020 - Present

- Build a portfolio of residential investment properties in Cobbs Creek and Germantown to drive 15% risk-adjusted investor returns and social impact through the transformation of communities
- Engage with 50+ industry experts ranging from agents, brokers, capital allocators / investors, local Philadelphia residents, and Wharton professors throughout the product development cycle to achieve market validation in target area of investment

### JP MORGAN CHASE & CO.

New York, NY

#### Associate, Investment Bank, Client Management

2013 - 2015

- Developed summary reports to reveal clients with largest balances to collect receivables and decrease impact to PricingDirect's (wholly owned JP Morgan fixed income and derivatives pricing vendor) \$40M bottom line revenue
- Resolved fixed income evaluation client inquiries to ensure satisfaction for 300+ mutual funds and asset managers

Completed Financial Analyst Development Program, two different lines of business for one-year durations

#### Analyst, Investment / Private Bank, Global Prime Services / Trusts & Estates

2011 - 2013

- Created forecasts of future profitability of business drivers to aid in key decision making by trusts & estates leadership team, leading to a reduction in unprofitable client accounts by ~20%
- Conducted monthly variance and business trend analysis of all balance sheet and income statement related items including in-depth analysis of division's expenses to identify any changes over a 10% increase and adjust business strategy

## BUSINESS DEVELOPMENT & STRATEGY EXPERIENCE

### BILL & MELINDA GATES FOUNDATION

Seattle, WA

#### Summer Associate, Postsecondary Success (PS), Solutions Investing

Summer 2019

- Directed project to drive scaled adoption of academic advising solution by managing \$1.3M contract; selected team to perform analysis and presented strategy to senior management; solution implemented fall 2019
- Revamped grant selection process by creating 10 comprehensive evaluation metrics; resulted in a more holistic and robust process for prioritizing equitable outcomes in choosing partners to transform colleges and universities

### PROINSPIRE

Washington, D.C.

#### Senior Program Manager, Leadership Development Programs

2017 - 2018

- Led process for ProInspire's current portfolio of products to determine creation, elimination or scalability of new or existing products; saved organization \$80K in annual costs by eliminating costly ProInspire Fellowship
- Managed relationships to expand services with national funders, partners and stakeholders including professional development workshops and Leadership Institutes for AMEX and Kresge Foundations

### FHI 360

Washington, D.C.

#### ProInspire Fellow, Business Development and Diversification, Strategic Partnerships

2015 - 2016

Completed Fellowship, which places business professionals at leading social sector organizations; placed at FHI 360, a \$650M international development organization to identify constraints to employing new business financing models

- Managed 50+ corporate and foundation relationships to maintain and grow core business and to promote organizational expansion into strategic sectors and geographies
- Engaged 13 teams across corporate and operational departments to identify internal systems and processes inhibiting organization's ability to pursue new business opportunities

## EDUCATION

### THE WHARTON SCHOOL, THE UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### Master of Business Administration; Real Estate and Management

2018 - 2020

- Awards: Scholarships, Pension Real Estate Association (PREA) and Real Estate Executive Council (REEC); Fellowships, Bendheim Family, Management Leadership for Tomorrow (MLT), and Robert E. Toigo
- Leadership: Admissions Fellow; Prospective Students Chair, African American MBA Association (AAMBAA); Member, Wharton Real Estate Club (WREC), Wharton Women in Business (WWIB), and Zell Lurie Mentorship Program

### BRIMMER COLLEGE OF BUSINESS, TUSKEGEE UNIVERSITY

Tuskegee, AL

#### Bachelor of Science; Majors in Accounting and Finance

2007 - 2011

- Honors: GPA 3.86 / 4, summa cum laude; Member, Alpha Kappa Mu and Beta Gamma Sigma Honor Societies
- Leadership: Founder, 'Giving Hearts' Charity Initiative; Vice President, National Student Business League (NSBL); Treasurer, National Association of Black Accountants (NABA)