

ORLANDO E. GUTIÉRREZ

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Real Estate and Finance **2018-2020**

- Honors: Alan R. Braxton Memorial Fellowship Recipient, Robert Toigo Foundation Fellow, PREA Scholarship Recipient
- Organizations and roles: Wharton Real Estate Club Senior Vice President of Careers, Wharton Hispanic American MBA Association Vice President of Alumni Engagement, Real Estate Career Fellow, UNC Real Estate Development Case Competition Participant, Data-Driven Dynamic Marketing Strategy Teaching Assistant, Wine Club Member

UNIVERSITY OF FLORIDA **Gainesville, FL**
Bachelor of Science in Business Administration; Major in Finance, GPA: 3.6 **2008-2013**

- Honors: Dean's List, Florida Academic Scholar, HSF Wal-Mart Stores Scholarship Recipient, Study Abroad (Madrid, Spain)
- Organizations and roles: Chi Phi Fraternity Fundraising Chair, NaviGators Mentor, Brazilian Portuguese Club Events Chair

EXPERIENCE

COLONY CAPITAL, INC. **Los Angeles, CA**
Summer Intern, Investment Management **Summer 2019**

- Underwrote (comprised of financial modeling, market research, and due diligence) senior loan, mezzanine debt, and preferred equity investments for multifamily and office properties across the U.S., ranging from opportunistic to core opportunities
- Selected Real Estate Transaction Experience: \$33 Million San Diego Class B Office Portfolio Senior Loan Refinancing
 - Led underwriting for 196,000 sq. ft. portfolio refinancing; presented to credit committee (approved and submitted bid)

ASB REAL ESTATE INVESTMENTS **Bethesda, MD**
Summer Associate, Acquisitions and Asset Management **Summer 2019**

- Led financial analyses of general and limited partner equity investment opportunities in value-add, core plus, and core investments across the U.S., primarily focusing on multifamily and industrial properties
- Assisted with the asset management, ranging from leasing to valuation, of properties in the fund's existing portfolio
- Selected Real Estate Transaction Experience: \$55 Million Class A Northern Virginia Industrial Acquisition
 - Conducted pro forma valuation analysis and due diligence for 352,000 sq. ft. last-mile distribution center (submitted bid)

13TH FLOOR INVESTMENTS **Miami, FL**
Real Estate Private Equity Associate, Acquisitions and Development **Summer 2018**

- Underwrote development projects and land acquisitions for opportunistic and value-add investments in the U.S., focusing on residential (multifamily, condominiums, and single-family homes), commercial (retail, industrial), and hotel properties
- Selected Real Estate Transaction Experience: \$70 Million South Florida Mixed-Use Project (Townhome/Strip Mall Program)
 - Led pro forma analysis for 24.3-acre parcel RFP; recommended mixed-use program to IC (approved and submitted bid)

PAN AMERICAN FINANCE (PAF SECURITIES, LLC) **Miami, FL**
Investment Banking Associate **2018**

- Managed and executed M&A and capital markets projects internationally (U.S., Latin America, and Europe) in English, Spanish, and Portuguese across various industries, including real estate, renewable energy, power and utilities, and telecom

PRICEWATERHOUSECOOPERS CORPORATE FINANCE, LLC **New York, NY**
Investment Banking Associate (promoted from Analyst in 2016) **2015-2017**

- Prepared client presentations, developed valuation analyses, and performed due diligence for M&A transactions across various industries, including real estate, facility services, consumer markets, industrial products, and renewable energy
- Managed junior teams and led project execution with colleagues internationally (U.S., Latin America, Asia, EMEA)

RAYMOND JAMES & ASSOCIATES, INC. **St. Petersburg, FL**
Investment Banking Analyst, Real Estate Group **2013-2015**

- Developed analyses and presentations for real estate (REITs, funds, and developers) capital markets and M&A transactions
- Executed 15 debt and equity offerings, raising \$7 billion+ in the hotel, healthcare, industrial, residential, and retail sectors
- Selected Real Estate Transaction Experience: \$200 Million Industrial Platform Private Capital Raise
 - Created CIM, property portfolio underwriting, and JV waterfall model to raise capital for acquisitions and developments

ADDITIONAL INFORMATION

- Organizations: Sponsors for Educational Opportunity, Alumnus/Mentor; Management Leadership for Tomorrow, Fellow
- Skills: Argus, Bloomberg, Capital IQ, CoStar, FactSet, Green Street Advisors, JMP, Realogic, SNL Financial, Thomson One
- Languages/Certifications: Fluent in Spanish, business proficient in Portuguese; FINRA Series 7, Series 63, Series 79 licenses
- Interests: Real estate, architecture, languages, travel, bowling, basketball