

**NORA JENDOUBI**  
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## EDUCATION

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** **Philadelphia, PA**  
*Master of Business Administration Candidate; Major in Real Estate and Entrepreneurship & Innovation* **2020-2022**

- Real Estate Club Board, VP of Education; Wharton Impact Investing Partners, Urban Development Investment Associate

**STANFORD UNIVERSITY** **Stanford, CA**  
*Bachelor of Arts, Major in International Relations, Minor in Economics* **2010-2014**

- Campaign Manager for Stanford Student Body Presidential Race winner; Section Facilitator for Designing Your Life class
- Internships at Google (2013), Stanford Political Science Department (2012), World Health Organization (2011)

## EXPERIENCE

**MASLOW DEVELOPMENT INC.** **Memphis, TN**  
**Partner** **2018-Present**  
**Vice President** **2017-2018**

*Maslow is a real estate development firm that designs & develops school-centered mixed-use developments*

- Define and execute vision & strategy and develop partnerships for the Lighthouse Project: a 15-acre mixed-use development with \$52M budget to build 250 units of housing, a K-8 school, and coworking & makerspace
- Secured \$50M in debt and equity financing for full-project pre-development, acquisition, and construction expenses
- Oversaw development of pro forma and financial model to prove financial viability with a 20% investor return
- Performed cost-benefit analyses of multiple sites and negotiated final purchase price to acquire land
- Pioneered a community engagement strategy, engaging 120+ stakeholders from across Memphis to offer input on key strategic elements of the Lighthouse Project
- Led business development strategy & execution for consulting arm of firm, connecting with ten cities across the US and driving over \$675K of forecasted project revenue
- Co-developed business plan, structure, and implementation strategy for Seal Ventures, a \$25M investment fund to support nationwide real estate-based, social impact investments
- Managed multiple service providers to develop company brand identity and launch a website to promote national visibility
- Created a platform for new spectrum of real estate consulting services, including service offering, pricing strategy, and pitch deck; increased client relationships three-fold
- Conducted due diligence on 3 potential K-8 school operators and executed selection process for joint venture
- Vetted 4 internationally renowned architecture firms and managed contract negotiations to ultimately secure lead architects for 15-acre mixed-use development

**CORO NORTHERN CALIFORNIA** **San Francisco, CA**  
**Coro Fellow** **2016-2017**

*Coro is a 9-month long public leadership fellowship, where fellows participate in projects in govt., non-profit, and business sectors*

- **IDEO:** created curriculum for a new design thinking fellowship launched in Q4 2017, including progress milestones and success metrics for both fellows and program team
- **San Francisco Committee on Information Technology:** conducted landscape analysis of digital services and recommended growth opportunities to Chief Digital Services Officer
- **Additional Clients & Projects:** Camfed USA (analyzed economic impact surveys to recommend priorities for programmatic changes), Sindeo (developed data-driven consumer content to increase consumer leads)

**TEACH FOR AMERICA** **San Francisco, CA**  
**7<sup>th</sup> Grade Math Teacher, Aptos Middle School** **2014-2016**

- Awarded the highest mark of “outstanding” on district evaluation scale; served on school leadership team for a 1,000+ student school as math department’s representative

## ADDITIONAL INFORMATION

- **Skills:** Microsoft Excel; Human-Centered Design & Design Thinking; Grassroots Organizing
- **Interests:** Half marathon & triathlon enthusiast (6 cities in 2 years); Book clubs; Bread making
- **Languages:** French (native fluency); Spanish (professional proficiency)
- Member of the Congress for New Urbanism (2019 Speaker), NationSwell, and the Urban Land Institute