

VICKY PLESTIS

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EDUCATION

THE WHARTON SCHOOL & WEITZMAN SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Real Estate

2020-2022

Master of City Planning Candidate; Major in Community and Economic Development

2019-2022

- Awarded the 2020 Benjamin Franklin Khan/WRIT Real Estate scholarship for academic excellence (1 student selected each year)
- Real Estate Club – VP Alumni & Faculty Relations; Women in Planning – Co-Lead; Future of Mobility and Wharton Social Impact Clubs – Member
- Coursework: Real Estate Investments, Real Estate Law, Transportation Planning, Community and Economic Development, and Public Finance

JOHNS HOPKINS UNIVERSITY

Baltimore, MA

BA in International Studies (focus: Urban Development) and Writing Seminars

2010-2014

- Graduated Phi Beta Kappa with a 3.97 GPA and thesis on Baltimore's 20th century racial segregation ordinances

EXPERIENCE

GOLDOLLER REAL ESTATE INVESTMENTS

Philadelphia, PA

Real Estate Investments Intern

Fall 2020

- Underwrite prospective acquisitions deals valued \$30-60M for a multi-family owner/operator of over 40,000 units nationwide

U3 ADVISORS

Philadelphia, PA

Economic and Real Estate Development Intern

Summer 2020

- Created and managed project schedule for a \$51M multifamily development, integrating design, construction, marketing, and property management tasks
- Led SME research, distributed nationwide, to develop best practices for supporting small- and Black-owned businesses through COVID-19
- Inventoried 300 small businesses in NW Detroit to target COVID-19 relief efforts; gathered, cleaned, and spatially visualized data in a dynamic web app

PHILADELPHIA CITY COUNCIL

Philadelphia, PA

Policy Fellow

2019-2020

- Forecasted up to \$66M in City revenue losses from an anticipated 2021 recession, using historical analysis of financial statements; scenarios will be used by the Mayor's Task Force as a key input to the City's recession strategy
- Collaborated with the Department and Chamber of Commerce to streamline the City's 21 business tax incentives into a single quality jobs grant program
- Drafted RFPs for \$75K in consulting services for a District 3 affordable housing market analysis and city-wide economic development study

DELOITTE CONSULTING, GOVERNMENT AND PUBLIC SERVICES

Washington, DC

Senior Consultant | Consultant | Analyst (*promoted twice over four years*)

2014-2019

Place-Based Strategies

- Led teams of up to 15 in consulting projects that engaged directly with Mayors, Fortune 500 executives, and other cross-sector leaders; for example:
 - Championed launch of a \$200M economic growth strategy in Syracuse, NY, including citywide real estate investments: facilitated alignment sessions with 40 executives; designed a governance model and 1-year roadmap coordinating 15 institutions
 - Designed a governance model in Columbus, OH directing \$500M in mobility investments among 10+ public/private/civic partners; identified pathways to financial sustainability for overall Initiative and \$40M in in-flight USDOT grant projects
 - Led a cross-sector stakeholder analysis and engagement strategy for a development project in West Texas, preparing local infrastructure and institutions for 66% population growth projected over 30 years

Business Development

- Worked directly with firm leadership to build Deloitte's Smart City practice: directed business development, including 5 RFP responses, for 150% sales growth in FY18; orchestrated FY19 strategy development, leading to \$150M in firm investments; managed a \$100M global pipeline
- Developed a market assessment and strategy (including rationale for \$300K in firm investments) for Deloitte to capture \$39M in federal learning market; socialized results with Deloitte U.S. national leadership

Leadership and Initiative

- Grew Deloitte's D.C. office Social Impact Community from 100 to 500 consultants over 3 years; spearheaded a skills-based volunteer program around food insecurity, sourcing and scoping pro bono projects with nonprofits, startups, and public agencies
- Launched, managed, and mentored a 30-person internal support team of junior practitioners to create a talent pool of emerging Smart City leaders

ADDITIONAL INFORMATION

- Certifications: ULI, Urban Plan (development fundamentals), 2020; General Assembly, Data Analytics, 2019
- Skills: Adobe Creative Suite (Illustrator, InDesign), ArcGIS, Argus, Microsoft Suite (Excel), SQL, Tableau
- Interests: Learning Greek (on a 70-day Duolingo streak), creative writing (studied and wrote poetry for four years), local urbanism (member of ULI Philadelphia's Young Leaders Group and the Fifth Square Urbanist Political Action Committee)