

# JOE DECKER

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

*Master of Business Administration Candidate; Majors in Finance and Real Estate*

Philadelphia, PA  
2020 - 2022

- Academics: 740 GMAT (97<sup>th</sup> percentile)
- Activities: Real Estate Club; Private Equity & Venture Capital Club; Tennis Club

### BRIGHAM YOUNG UNIVERSITY

*Bachelor of Science in Business Strategy*

Provo, UT  
2010 - 2016

- Academics: 3.85 / 4.00 GPA; BYU Scholarship Recipient; Study Abroad at Oxford Saïd Business School
- Leadership: Business Strategy Presidency (VP of Alumni Relations); Morgan Stanley Campus Recruiter
- Activities: TA, Economics of Strategy; Korean Language Instructor

## EXPERIENCE

### Treehouse Group (Blackstone Affiliate)

**Investor Relations Manager**

Tempe, AZ  
2019 - 2020

**Investment Associate**

2018 - 2020

- Oversaw real estate acquisitions and investor relations while supporting business development, strategy and reporting for real estate investment firm that received ~\$2Bn in committed capital from Blackstone and other investors
- Managed each phase of the real estate acquisition process from deal sourcing, underwriting, market analysis, broker communication, LOI drafting, contract negotiation, due diligence, site visits to property manager interviews; efforts resulted in the acquisition of multiple assets in Florida and Washington
- Spearheaded the Investor Relations initiative for the Family Office (non-Blackstone) capital; collaborated with the CEO and CFO to develop IR strategy and reporting process, worked with counsel on drafting offering documents, pitched firm strategy to potential investors, and implemented IR / CRM software
- Supervised three analysts and one transaction coordinator, benchmarking personal goals and professional development

### HGGC | Tech Private Equity Firm with \$4Bn+ in Committed Capital

**Private Equity Associate**

Palo Alto, CA  
Summer 2018

- Performed due diligence on software company acquisition and presented thesis to the Investment Committee; recommendation resulted in merger that increased profitability and diversified product offering of a portfolio company
- Collaborated with marketing consultants and social influencers to explore various marketing strategies for a CPG company

### Morgan Stanley

**Investment Banking Analyst, Mergers & Acquisitions and Western Region Advisory**

Los Angeles, CA  
2016 - 2018

- Evaluated strategic rationale and financial viability of mergers, acquisitions, spin-offs, and equity and debt offerings for companies in various industries including consumer, retail, gaming, and industrial
- Led drafting sessions with Company Management teams to outline and create sell-side marketing materials

*Select Experience:*

#### Old Navy Spin-off from Gap Inc.

- Evaluated the financial and strategic impact of various spin-off alternatives for the Gap Inc. portfolio (Gap brand, Old Navy, Banana Republic, etc.); analyzed dis-synergies, corporate overhead allocations and post spin-off trading multiples

#### Global eCommerce Initiative

- Lead analyst on firmwide eCommerce initiative; researched relevant industry trends to create investor pitchbooks for prospective eCommerce acquirers; pitchbooks were used globally across the firm and resulted in 3 potential transactions
- Represented a \$10Bn+ apparel retailer on its potential ~\$2.5Bn acquisition of a digital-first eCommerce company; built detailed M&A model and sensitized multiple variables and financing assumptions based on market dynamics

## ADDITIONAL INFORMATION

- **Interests:** Serious runner (4:35 mile personal record); Hiking trips with my wife (e.g., Grand Canyon and Grand Teton); Grilling (especially Traeger grills); Guitar (Blues and Rock); Sports (NFL, NBA & Tennis); Camping (Eagle Scout)
- **Leadership, Service and Language:** Serve as Chief Financial Officer of a private foundation; Previously served as a missionary and zone leader for my church in South Korea (2010-2012); Proficient in Korean