

SAMUEL PRIETO

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Real Estate & Finance

2021-2023

- GMAT Score of 730
- Food Club, President; Wharton Travel and Hospitality Club, VP of Hotels; Wharton Real Estate Club, Member
- Recipient of *The Benjamin Franklin Kahn/Writ Real Estate Scholarship*

THE UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Bachelors of Arts; Major in Philosophy, Minor in Hispanic Studies

2012-2016

- Undergraduate Philosophy Advisory Board; President Excelano Project, Penn's Spoken Word Poetry Group

EXPERIENCE

THE RELATED COMPANIES

New York City, New York

Real Estate Developer

Summer 2022

Intern – Development & Asset Management

- Developed restaurant and other hospitality concepts within larger multi-use development of more than 200 luxury residential units, luxury senior housing, and 160 seat Class A restaurant in Manhattan
- Managed portfolio of 12 high-end restaurants, food halls, and bars in New York City with a topline revenue over \$125M
- Researched and presented on target markets and areas for growth in Hudson Valley, South Florida, and Northern California
- Produced financial models for new businesses, potential developments, and existing projects

MONTAGE HOTELS & RESORTS

Los Angeles, California

Luxury Hotel Management Company

Summer 2021

Intern – Development

- Opened two hotels in New York and Chicago with 300+ rooms. Oversaw delivery Operating Supplies, Fixtures and Equipment
- Researched target markets and areas for growth in Private Membership Clubs and Luxury Hotel offerings

U STREET PIZZA

Pasadena, California

Restaurant and Bar

2020-2021

Opening Consultant

- Conceived and executed systems for costing, ordering, and throughput to maximize efficiency and increase margins
- Implemented systems for hiring, scheduling, and training in high volume kitchen expecting \$3-4 M revenue by end of year two

REPUBLIQUE RESTAURANT

Los Angeles, California

Award Winning Restaurant and Bakery

2018-2020

Chef De Partie

- Trained new hires, developed new recipes, systems, and techniques for 400+ covers and \$40-60k in revenue per night

VETRI CUCINA

Philadelphia, Pennsylvania

Iconic Fine Dining Destination

2016-2018

Chef de Partie

- Constructed menus and led private parties while maintaining a high standard of service and product in fine dining setting

CAMP JUDAEA

Hendersonville, North Carolina

Jewish Overnight Camp with focus on Inclusivity and the Outdoors

2012-2016

Counselor/Supervisor

- Managed 30+ counselors and 100+ campers including training, lesson planning scheduling, and team building

ADDITIONAL INFORMATION

- **Leadership:** Associate Fiction Editor Nashville Review – Biannual collection – 2019, 2020, 2021
- **Interests:** Avid distance hiker – 500+ miles of Appalachian Trail, summited multiple 14k+ peaks; Home Auto Mechanic – Restored 1992 Volkswagen Cabriolet Spring/Summer 2021; Mediocre Skier