

Ji-Ho PARK

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

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

Philadelphia, PA

2022 – 2024

- Leadership: Out for Business (LGBTQ+ student group, co-president), Real Estate (CFO), Rugby (Board)
- Clubs: Finance, Impact Investing (Urban Development), Ski/Snowboard, and Whiskey
- GMAT: 760 (99th Percentile)

DUKE UNIVERSITY

Bachelor of Science; Major in Chemistry, Minor in German

Durham, NC

2012 – 2016

EXPERIENCE

MORGAN STANLEY

Investment Banking Summer Associate (Real Estate, Gaming, and Lodging Group)

New York, NY

Summer 2023

- Received full-time Real Estate Investment Banking Associate offer with MBA Fellowship
- Select transaction experience: Supported process of \$350MM Net Lease REIT IPO, including drafting S-11, bringing to internal committees for equity and debt approvals, and roadshow/analyst day presentation preparation; prepared board presentation for non-solicited buy-side approach of ~\$15B company for public-to-public acquisition; began process of \$600MM private debt placement for a hotel operator to acquire a private hotel chain

HOUSING ACCELERATOR FUND

Investment & Finance Associate

Senior Analyst (Lending & Portfolio Management, Financial Operations)

San Francisco, CA

2020 – 2022

2019 – 2020

Community development financial institution with \$150MM+ in assets & \$300MM+ in real estate capital investments since 2017

- Select transaction experience: \$72MM acquisition/rehab of 130-key hotel; \$89MM acquisition/rehab of 232-unit SRO hotel
- Originated, underwrote, and managed \$200MM+ in investments across 19 loans to housing developers, facilitating acquisition, rehabilitation, and development of 913 homes, including the Fund's two largest loans ever (each \$30MM+)
- Designed new investment product, allowing nonprofits to buy buildings up to 33% faster than preexisting products, leading to first two acquisitions for new San Francisco government program to house those with chronic mental illness
- Coordinated San Francisco's only two acquisitions through California's pandemic response hotel acquisition program for homeless housing (340+ units) by coordinating with four government agencies and an affordable housing developer
- Managed balance sheet of \$60MM+ and treasury management investment decisions with Board Finance Committee
- Fostered & built relationships with housing partners and providers through project- and organizational-based technical assistance

THE CONCORD GROUP

Engagement Manager

Associate Consultant / Senior Associate Consultant

San Francisco, CA

2018 – 2019

2017 – 2018

Real estate advisory firm to public & private real estate developers, investors, financial institutions, and public sector agencies

- Select project experience: financial analysis of 2,600+ unit mall redevelopment for a Fortune Global 200 company; evaluated new investment opportunities across 21 metros for a private equity firm; identified new real estate offerings for a ski resort village
- Devised and presented strategic guidance to clients on 65+ engagements for new market opportunities, acquisitions, development, repositioning, dispositions, and financing through market, positioning, and financial analyses for US and international projects
- Generated 10%+ of San Francisco office's 2018 revenue, managing and training project teams of two to five associates
- Directed San Francisco office recruiting process for full-time associates and interns, hiring and onboarding 40% of office staff

CORO NORTHERN CALIFORNIA

Fellow, Coro Fellows Program in Public Affairs

San Francisco, CA

2016 – 2017

Full-time post-graduate fellowship focused on developing effective, cross-sectoral leadership while engaged in short-term consulting projects. Centered on extensive group collaboration, facilitation, and decision-making within 12-fellow cohort

- Established audit framework for San Francisco Controller's Office on homelessness prevention and interventions
- Generated new line of business for financial technology start-up to begin originating California State municipal bonds
- Other placements included the ACLU of Northern California, a California State Senate race, and an environmental start-up

ADDITIONAL INFORMATION

Habitat for Humanity Philadelphia | *Nonprofit Board Fellow, Wharton McNulty Leadership Program*

2023 – Present

Coro Northern California | *Board Director, Finance Committee, Internal Committee*

2020 – Present

Duke LGBTQ+ Network | *Board Director, Programming Committee*

2020 – 2022

Skills: Real estate market & financial analysis, rental housing development finance

Interests: Travel-hacking, tennis, baking breads/cakes, personal finance & financial inclusion