

# SARAH CHIVI

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## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate*

2022 – 2024

- Leadership: Real Estate Club Board Member, Penn Students Women in Real Estate Board Member
- Clubs: Real Estate, Penn Students Women in Real Estate, Private Equity/Venture Capital, Finance, Food and Agribusiness, Women in Business, Art, and Yoga & Wellness

### NEW YORK UNIVERSITY

New York, NY

#### *Bachelor of Science; Major in Hotel and Tourism Management*

2011 – 2015

- Cumulative GPA 3.7 | Major GPA 3.8 | Deans List | cum laude
- Study Abroad: NYU Global site in Madrid, Spain (fall 2013)
- Recipient of Americas Lodging Investment Summit Scholarship (2013) and NYU Hospitality Conference Scholarship (2014)

## EXPERIENCE

### TISHMAN SPEYER

New York, NY

#### **Leadership Development Program MBA Intern – Multifamily Development**

Summer 2023

- Prepared investment committee memo to recommend signing a loan and starting construction on a 1,000+ unit multifamily project; negotiated loan terms and conducted market research to refine underwriting resulting in a ~100bps increase to IRR
- Negotiated retail lease LOIs and analyzed prospective tenant financials to increase retail condominium valuation
- Evaluated two international office and multifamily markets by assessing population trends, GDP (\$30B+), supply (15M+ SF), demand, government initiatives to promote economic development, and geopolitical risks to determine long-term viability; presented a detailed report of findings and recommendations for market entry to senior management
- Worked with US Acquisitions leadership to formulate a partnership proposal for a key prospect; developed budget estimates, sourced renderings, detailed vendor opportunities, and highlighted Tishman Speyer's track-record leading to strong interest

### WELLS FARGO & CO.

New York, NY

#### **Vice President | Relationship Manager (2017-2020) | Financial Analyst (2015-2017) - Commercial Real Estate**

2015 – 2022

#### *Portfolio and Relationship Management*

- Managed client relationships (private and institutional) comprised of 20+ loans exceeding \$3B to finance commercial real estate properties throughout the US; included syndicated construction facilities, standing loans, and unsecured lines of credit
- Led all aspects of deal cycle including screening, underwriting, originating, and asset managing by building financial models, conducting due diligence, structuring, and negotiating deal terms, and presenting opportunities to senior management
- Developed relationships pre- and post-closing through weekly calls with clients, conducting site visits, monitoring portfolio performance and strategy, and tracking construction progress, lease-ups, rent rolls, occupancy rates, and collections
- Coordinated cross functionally with loan hedging teams, treasury, and investment banking services
- Managed teams of two to six analysts and associates by training them on modeling, memo writing, and relationship building skills, delegating market research, and due diligence tasks, and mentoring to facilitate career development

#### *Selected Transaction Experience*

- *\$210MM direct bond purchase multifamily construction facility:* Spearheaded creation of a new financing structure by coordinating three internal divisions, six legal teams, and city housing authority for the development of a 43-story, 300-unit first mixed market and affordable housing project in Chicago, IL
- *\$108MM luxury condominium inventory loan:* Ran NY team's first condominium financing in 3+ years; recommended proposal to senior credit officers through detailed analysis and creative structuring to finance 100 unsold units of an 80-story property on a ground lease; generated >\$900K in fees
- *\$20MM industrial term loan:* Analyzed long-term lease, conducted market research, and negotiated legal documentation to finance a 109K sf, 4-story, 100% leased industrial warehouse with developable area

#### *Recognition and Firm-wide Leadership*

- Selected as one of twenty-five associates across Wells Fargo to attend four-month advanced credit training program designed to enhance deal evaluation, debt structuring, underwriting, and business development skills (2018)
- Served as CRE Leader of Corporate and Investment Bank's WomenGoFar network; promoted development and advancement of women to senior leadership

## ADDITIONAL INFORMATION

- **Languages and Technical Skills:** Spanish (conversational speaker), Microsoft Office Suite, Argus, JMP
- **Interests:** Traveling (traveled to 24 states, and 21 countries), baking (tres leches and knafeh), skiing