

# ALEJANDRO GOMEZ SERRANO OLAVARRIETA

1919 Market St, Apt 1702, 19103, Philadelphia, PA

(267) 234-4945

[agomez@wharton.upenn.edu](mailto:agomez@wharton.upenn.edu)

## EDUCATION

### THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

#### *Master of Business Administration Candidate*

2021-2023

Major in Real Estate and Business Analytics.

- Leadership: President of Wharton FC Soccer club; Board member of the Real Estate, WHALASA and Rugby clubs.
- Member: PE/VC, Coffee, Ski, Tennis, Food, and Sports Business clubs.

### INSTITUTO TECNOLÓGICO AUTÓNOMO DE MÉXICO (ITAM)

Mexico City, Mexico

#### *BS in Applied Math; GPA of 8.8/10.0*

2012-2016

- Study Abroad: London Business School, International Political Economy Summer Course (Summer 2015).
- Activities: Math Minor Faculty - selected by faculty to support fellow classmates by hosting office hours to explain math coursework questions (August 2015 - May 2016).

## EXPERIENCE

### BEACON CAPITAL PARTNERS

Boston, MA

*Beacon Capital Partners is a Real Estate Private Equity firm focused on value-add office and life science investments.*

#### **Summer Acquisition Associate**

2022

- Designed and helped implement Beacon Building of the Year Program. A program that would recognize and reward property managers across portfolio and boost portfolio valuation by US\$300 million.
- Underwrote 6 different opportunities in Dallas, Atlanta and Washington DC. Deals totaled 2.1 million SF and more than US\$1.1 billion.

### MACQUARIE INFRASTRUCTURE AND REAL ASSETS

Mexico City, Mexico

*FIBRA Macquarie is a REIT with assets under management of ~US\$2bn, which include 235+ industrial and 15+ retail properties.*

#### **Executive; Financial Planning & Analysis, FIBRA Macquarie**

2020-2021

- Guided a six-person team and two suppliers to restructure quarterly reporting process; time to produce decreased ~10%, adding additional flexibility for proofing and updating.
- Directed development of a key metrics daily tracker to identify impact of COVID-19 pandemic in business; coordinated five senior stakeholders and two suppliers to design tracker providing meaningful metrics including foot traffic; negotiation status; and rent discount for risk assessment and detection of key problems achieving broader tracking of key risk areas.
- Pioneered mentorship program for underprivileged background young professionals; underwent weekly real estate and corporate finance sessions and convinced management to purchase Wall Street Prep and Excel courses to aid in development.

#### **Business Analyst; Financial Planning & Analysis, FIBRA Macquarie**

2018-2020

- Developed business plan and financial model for a US\$500m debt refinancing; improved the debt structure of fund by boosting average debt term by approximately two years and enhancing balance sheet.
- Created more efficient industrial development model to analyze potential new land investments significantly reducing analysis time; model has been used by the M&A team since.
- Designed new structure to calculate incentive fee of fund's insurance broker, resulting in a more competitive process for bidders; savings on insurance policy for 200+ buildings were more than 20% even with expanded coverage for portfolio assets.

### ALTA GROWTH CAPITAL

Mexico City, Mexico

*Alta Growth Capital is a private equity fund that invests in companies in the Mexican middle-market with a ticket size of approx. US\$10m-US\$20m.*

#### **Investment Analyst**

2016-2018

- Implemented new method of tracking key operating metrics for US\$10m gym chain; led training for colleagues to utilize same method to track other portfolio companies; enabled management to highlight areas of opportunity and raise red flags in a more efficient way.
- Analyzed potential investment in Mexico's auto sector and voiced opposition to partners; analysis prevented firm from making an ill-advised \$25m investment that would increase fund's risk profile during uncertain time.
- Led fundraising efforts for earthquake relief fund that raised ~US\$2.5k to rebuild a home for a family who lost theirs in the 2017 Mexico City earthquake; team went to site and built the home for the family.

## ADDITIONAL INFORMATION

- Technical Skills: Highly proficient in Excel, Power Point and Word and Argus modeling.
- Community Leadership: Transportation Lead, Escala Foundation - lead and managed transportation of volunteers for Escala, a non-profit based in Mexico City focused in enhancing education of children living in one of Mexico's biggest dumpsters (September 2016-present); Teacher, Northridge School Mexico - served as high school math teacher, creating lesson plans, developing, and grading exams in Algebra and Geometry ('15- '16 and '17-'18).
- Travel: Visited 35+ countries, primarily in Europe and Southeast Asia; committed to visit at least one new country every year; enjoy exploring new cultures, especially trying any new local food (from risotto to fried scorpions) and native beer. Most impactful experience was attending 2018 World Cup in Russia, realizing a lifelong dream.
- Interests: Sports - major sports fan, especially soccer, tennis, rugby and Formula 1; played soccer since childhood. Statistics - developed multiple sports-related databases and predictive models, including models to select NFL Fantasy and Premier League Fantasy players and a tennis model to detect betting opportunities. Reading - favorite topic is Behavioral Economics; favorite books include David and Goliath by Malcolm Gladwell, Predictably Irrational by Dan Ariely, Thinking Fast and Slow by Daniel Kahneman and Nudge by Richard Thaler and Cass Sunstein.