

# Jake Kirschner

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## Education

### **The Wharton School/University of Pennsylvania**

**Philadelphia, PA**

#### **Master of Business Administration/Master of City Planning**

2023 - 2026

- *Academic Honors:* Weitzman School of Design Scholarship
- *Activities:* **Vice President of External Partnerships**, Wharton-Weitzman Future of Cities Conference – lead fundraising efforts and manage relationships with sponsoring firms (09/23-Present); **Student Ambassador**, Weitzman School of Design Admissions – conduct tours and phone calls for prospective students (09/23-Present); **Member**, Wharton MBA Real Estate Club (09/23-Present)

### **Brigham Young University**

**Provo, UT**

#### **Bachelor of Science in Economics, Minors in Mathematics and Chinese, GPA: 3.83/4.00**

2014 - 2020

- *Academic Honors:* Brigham Young Academic Scholarship – Four-Time Recipient; BYU Alumni Association Florida Tampa Chapter Replenishment Grant – Two-Time Recipient; 2014 FHSAA Male Scholar-Athlete of the Year – Scholarship Recipient
- *Internships:* Marriott International (06/18-09/18); Extended Stay America (06/19-08/19); Arrived Investment Co. (01/20-04/20).
- *Activities:* **Vice President**, Southern Student Association – founded one of university's largest social clubs (09/18-04/20); **Member**, BYU Men's Lacrosse – all-conference selection in 2019 (09/14-04/15, 09/17-04/19); **Member**, Real Estate Club (09/19-04/20)

## Experience

### **Peak Capital Partners**

**Provo, UT**

*Multifamily property owner and real estate private equity firm; one of nation's 50 largest multifamily owners with over 25,000 units*

#### **Associate, Acquisitions**

05/23-07/23

- Assumed outward-facing role covering Florida and Colorado markets, establishing and maintaining relationships with local brokers and strategically selecting properties for firm to pursue

#### **Acquisitions Analyst**

11/21-05/23

- Managed firm's acquisition pipeline across five states, underwriting over \$29 billion of multifamily assets
- Sourced two acquisitions of multifamily properties worth \$85 million total; assisted in the transaction of over \$240 million of multifamily assets by performing due diligence and tracking fundraising efforts
- Pioneered firm's market analysis initiatives; created and implemented distribution of quarterly market comparison report that firm now uses to guide its property-level and market-level investment decisions
- Compiled research on climate change and water supply for firm's CEO and partners, providing key insights used in the selection of target geographic markets as the firm transitions to more sustainable investment strategy for upcoming fund

### **RCLCO Real Estate Consulting**

**Orlando, FL**

*Boutique real estate consulting firm with five offices specializing in property investment, planning, and development solutions*

#### **Analyst**

09/20-11/21

- Conducted economic, demographic, and real estate market analysis and wrote detailed reports for more than 30 projects across the Southeast and United States; reports and recommendations led to new project requests from six clients
- Established and led ESG committee of five from Real Estate Economics department that worked to initiate three methods of incorporating environmental risk considerations into client-facing reports
- Initiated data collection for semiannual top-selling master planned communities report, one of firm's key marketing tools

## Volunteer Work

### **The Church of Jesus Christ of Latter-day Saints**

**Taipei, Taiwan**

#### **Volunteer Representative**

06/15-06/17

- Maintained 80+ hour work week of teaching ethical values to individuals and families, conducting free English classes, and assisting local church leaders with their respective congregations
- Served as district leader for eight and zone leader for 20+ volunteers, led weekly coordination meetings and training sessions

## Additional

- *Community Leadership:* **Chief Strategy Officer**, Untold Athletes – co-managed social media platform that shares stories of collegiate and pro athletes (06/20-04/21), **Assistant Coach**, Timpview High School Boys' Lacrosse (10/19-03/20, 02/22-05/22)
- *Personal:* Proficient in Mandarin Chinese; completed four marathons and 12 half marathons since retiring from lacrosse in 2019; knows nicknames of all 362 NCAA Division I men's basketball teams