

ALIA SANI

112 S 19th St., Apt. 901, Philadelphia, PA, 19103; Cell: 516-477-7495; aliasani@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate

Philadelphia, PA

Aug. 2023-May 2025

- **Joseph Wharton Fellow;** merit scholarship recipient
- **Activities:** Investment Associate, Wharton Impact Investing Partners; VP Community, Disability Empowerment and Action League; VP Slams, Wharton Storytellers; Member, PE/VC Club

DUKE UNIVERSITY

Bachelor of Arts in Public Policy, magna cum laude, Minor in Economics – GPA 3.9

Durham, NC

May 2018

- **Certificate:** Innovation & Entrepreneurship; **Dean's List with Distinction:** Spring '15, '17, '18 & Fall '18
- **Study Abroad:** Danish Institute for Study Abroad; The London School of Economics and Political Science
- **Activities:** President, Adolescents Transitioning to Leadership and Success; Researcher, Center for Advanced Hindsight; VP Finance, Pi Beta Phi Sorority; Speaker Selector/Trainer & Marketing Committee, TedxDuke

EXPERIENCE

THE BLACKSTONE GROUP, INC., Real Estate

Summer Associate, Institutional Client Solutions

New York, NY

Jun.-Aug. 2024

- Engaged in capital raising for Blackstone Real Estate, which manages \$336B in investor capital as of June '24
- Curated market messaging for LPs in pitchbooks, diligence questionnaires and quarterly letters across RE funds
- Led fee analysis for Blackstone's Core+ real estate peers, assessing opportunity set for new strategies
- Executed on custom LP requests through project management, coordinating with multiple teams including Legal and Compliance, Portfolio Management, Acquisitions, Asset Management, and LP coverage
- Presented weekly to ICS leadership including bespoke analysis and pitch of Blackstone fund currently in market

THE GOLDMAN SACHS GROUP, INC., Global Banking & Markets

Associate, Equities Core Franchise

New York, NY

Dec. 2020-May 2023

- Led coverage as primary touchpoint for 100+ equity investors at 7 investment firms; co-managed coverage on 9 others across market caps and strategies
- Managed relationships for asset manager client base, representing \$1.4T+ of assets
- Liaised between investors and cross-divisional GS equity products to win client business, contributing to increase in Global Markets net revenues by \$2.4B YoY as of Sept '22, up 13%
- Directed client conversations around IPO & follow-on valuation and pricing advocating on clients' behalf
- Captain communications between portfolio managers and GS investment bankers to complete equity capital markets transactions, supporting 2021 record US-listed issuance of \$633B overall and \$153B in IPOs
- Coordinated strategy with 9+ GS traders, prime brokerage colleagues, capital markets, and 30+ research analysts to market firm's resources and nurture client relationships:
 - Increased GS broker ranking and client revenues by 22% in one year for 7 of the top 100 GS clients
 - Quarterbacked healthcare portfolio manager initiating ~400K share position of KRTX
 - Led prime brokerage introduction resulting in new trading relationship for GS
- *Internal Leadership:* Disability Network Steering Committee; Women in Finance Mentorship Program; Lime Connect Representative; Summer Internship Manager; Duke Financial Economics Mentor Program; Duke Recruiting Committee; Women's Network; Asian Network

Analyst, Equities Core Franchise

Jul. 2018-Dec. 2020

- Covered 10+ hedge fund and asset manager clients with 6 salespeople in day-to-day client engagement
- Directed/oversaw 30+ client events for investors to engage with GS research analysts and salespeople
- Analyzed consumption data to evaluate client engagement and improve efficiency/targeting of service

ADDITIONAL INFORMATION

Professional: Alumni Fellow, Lime Connect Fellowship; research published by National Academies Press

Community: Young Professional Leader, Arthritis Foundation; Alumni Interviewer, Duke University

Certifications/Fellowships: Series 7 and 63 certified; Lime Connect Fellow; **Languages:** Hindi, Spanish