KIRAN CHOKSHI

+1 (973) 900-4807 | kiranch@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA   **Philadelphia, PA**
Master of Business Administration; Majors in Finance and Real Estate   **2023-2025**
- Moelis Fellow – selective deferred admission program, GMAT: 770/800
- Clubs: Real Estate, Travel & Hospitality (President), Sales (Founder), Wharton Food & Agribusiness Club, Sustainable Business Club, South Asian American Association of MBAs, Golf, Squash
- Selected Coursework: Real Estate Development, Real Estate Investments, Finance of Buyouts & Acquisitions, Distressed Investing & Value Creation, International Financial Markets & Cryptocurrencies, Accounting, Legal Studies

YALE UNIVERSITY   **New Haven, CT**
Bachelor of Arts in Economics, Certificate in Data Science   **2016-2020**
- GPA – 3.7/4.0, SAT – 2400/2400
- Clubs: College Council, Launch, Club Squash team, Tobin Economics research assistant under Economics professor Yusuke Narita
- Selected Coursework: Econometrics, Macroeconomics, Evolution of Central Banking, Political Economy of Poverty Alleviation, Debating Globalization, Firms Markets and Competition, Political Philosophy, Multivariate Statistics

EXPERIENCE

TOLL BROTHERS | *America's Luxury Home Builder*   **Fort Washington, PA**
Acquisitions and Development Intern - Apartment Living   **Summer 2024**
- Evaluated and underwrote 10+ deals for the apartment living team across a range of geographies and real estate types. Constructed comparables analyses and pro forma financial models to form investment recommendations
- Developed analytical model leveraging market and proprietary data to predict the optimal unit mix and sizes for new developments, leading to a projected 10% increase in net operating income (NOI)

FOCUS HOSPITALITY ADVISORS | *Dynamic Pricing For Hospitality*   **Philadelphia, PA**
CEO & Founder   **Nov 2022 - Present**
- Founded B2B fintech software platform to develop dynamic pricing solutions for the world's leading food & beverage companies. Increase profits by an average of 20% for clients via advanced data analytics, AI, and value-based pricing

SIMON-KUCHER | *World's Leading Pricing Consulting Firm*   **New York, NY**
Senior Consultant (promoted from Consultant June 2022)   **2020 - 2022**
- Built revenue growth strategies with teams of 4-6; completed 7 engagements for technology, consumer, and industrial clients; recognized with fast-track promotion <2 years to post-MBA position
- *Managed software provider*: increased revenue by $110mm (>20%) by conducting interviews and executing a large scale survey to identify portfolio-wide product bundling and price increase opportunities
- *Document productivity platform*: realized 15% revenue uplift by revamping go-to-market for new e-signature product. Key components included improved pricing, marketing, bundling, and contract terms

HUKA LODGE | *New Zealand's Oldest and Most Celebrated Luxury Lodge (sabbatical)*   **Taupo, New Zealand**
Food & Beverage (F&B) Attendant   **Dec 2022 – Mar 2023**
- Baillie Lodges is a portfolio of luxury lodges in Australia and New Zealand. Founded in 1924, the Huka Lodge is New Zealand's oldest and most celebrated luxury lodge, especially renowned for its culinary offerings ($3000 RevPAR property)

AMEELIO | *Affordable Prison Communications Company*   **New Haven, CT**
Head of Finance, Full-time Volunteer   **Apr to Sep 2020**
- Managed finance for startup tech nonprofit aimed at reducing incarceration rates and improving prisoner social integration, resulting in grants from NY Life, Robin Hood, and a successful Kickstarter campaign ($50k)
- Secured $1mm+ from influential donors including Twitter founder Jack Dorsey, leveraging above efforts

ADDITIONAL INFORMATION

- **Interests:** Sustainability (Climate Legacy Commitment Signatory), Scouting (Eagle Scout), world travel and cultural immersion (30 countries), Philly sports, affordable housing
- **Languages:** Spanish, Gujarati
- **Technical Skills:** R, Python, SQL, Argus, Tableau