

**EDUCATION**

<b>The Wharton School, University of Pennsylvania</b>	05/2024 – 04/2026
• Master of Business Administration Candidate	Philadelphia, PA
<b>Columbia University</b>	09/2020 – 08/2021
• Master of Science in Real Estate Development (Top 10% of Class)	New York, NY
<b>University of Miami</b>	08/2013 – 05/2017
• Bachelor of Business Administration in Finance and Legal Studies	Coral Gables, FL

**WORK EXPERIENCE**

<b>The O'Donnell Group, Inc.</b>	09/2021 – Present
Industrial real estate development and management firm with \$350mm AUM	Newport Beach, CA
<i>Vice President</i>	
<ul style="list-style-type: none"> <li>• Lead acquisitions, management, construction, and leasing for the \$350mm industrial warehouse portfolio totaling 2mm SF</li> <li>• Source, negotiate legal documents, and underwrite opportunistic and value-add industrial warehouse properties nationwide</li> <li>• Conduct due diligence, market analysis, and implement business plan strategy for investments</li> <li>• Analyze various financial pro forma, debt, and equity waterfall scenarios to determine optimal deal structures</li> <li>• Selected Transactions: <ul style="list-style-type: none"> <li>○ Indianapolis, IN: Single-Tenant Industrial \$9.7mm Budget (263k SF) <ul style="list-style-type: none"> <li>▪ Performed scenario analysis for lease and sale to determine highest and best use to maximize profits</li> <li>▪ Managed and negotiated sale process of \$15.75mm asset to an institutional fund manager</li> <li>▪ Proforma returns of 24% IRR and a 2.9x MOIC over 5.4 years</li> </ul> </li> <li>○ Indianapolis, IN: Two-Building Industrial Portfolio \$9.2mm Budget (166k SF) <ul style="list-style-type: none"> <li>▪ Refinanced the asset with a \$7.7mm bridge loan</li> <li>▪ Strategic management of the properties resulting in two separate sale transactions to optimize value; owner-user sale of \$9mm and a private investor sale of \$3.2mm</li> <li>▪ Divestments resulted in returns of 19% IRR and 2.40x MOIC over 5.5 years</li> </ul> </li> <li>○ Opa-Locka, FL: Three-Building Industrial Portfolio \$22mm Budget (140k SF) <ul style="list-style-type: none"> <li>▪ Negotiated \$12.5mm loan agreement, \$9.5mm joint venture equity agreement, and 4 lease agreements</li> <li>▪ Oversaw \$2mm of construction capital expenditure projects and portfolio lease-up</li> <li>▪ Increased portfolio occupancy from 40% to 100%, and NOI from \$350k to \$1.5M in 1 year</li> <li>▪ Sold the project for \$24.6mm for returns of 17% IRR and a 1.30x MOIC in 1.5 years</li> </ul> </li> <li>○ Swedesboro, NJ: Single-Tenant Industrial \$16.13mm Budget (207.5k SF) <ul style="list-style-type: none"> <li>▪ Sourced investment opportunity; negotiated LOI and PSA to get the deal under contract</li> <li>▪ Structured debt and equity investment and coordinated construction scope</li> <li>▪ Managed sale process and negotiated \$26.5mm sale contract with institutional fund manager</li> <li>▪ Divested asset delivering returns of 127% IRR and a 2.78x MOIC in 1.25 years</li> </ul> </li> </ul> </li> </ul>	
<b>Pacific Star Capital, LLC</b>	05/2017 – 03/2020
Commercial real estate development and management firm with \$1.6Bn AUM since inception	Miami Beach, FL
<i>Development Analyst</i>	
<ul style="list-style-type: none"> <li>• Underwrote off-market commercial ground-up development deals in California and Florida</li> <li>• Drafted offering memorandums, redlined contracts, and modeled financial projections for leasing, financing and sale</li> <li>• Selected Transactions: <ul style="list-style-type: none"> <li>○ Miami Beach, FL: Commercial Mixed-Use \$155mm Budget <ul style="list-style-type: none"> <li>▪ Secured development approvals for 35k SF of retail, 300 multifamily rental units and 400 parking stalls on 2 acres of infill land; negotiated build-to-suit lease with Target</li> </ul> </li> <li>○ Los Angeles, CA: Single-Tenant Retail \$66mm Budget <ul style="list-style-type: none"> <li>▪ Entitled and constructed 60k SF build-to-suit development for Whole Foods with 250 subterranean parking stalls; executed \$39.5mm non-recourse construction loan</li> </ul> </li> <li>○ Washington, D.C.: Hotel \$50mm Budget <ul style="list-style-type: none"> <li>▪ Acquired 25.5k SF parking lot from GSA to build 170-key upscale select service hotel</li> </ul> </li> <li>○ Houston, TX: Mixed-Use \$22mm Budget <ul style="list-style-type: none"> <li>▪ Refinanced asset with \$13.5mm loan; executed lease with Tesla Motors for 40k SF, and executed lease with Life Storage for 40k SF</li> </ul> </li> </ul> </li> </ul>	

**ADDITIONAL**

**Skills:** Argus Enterprise Certified, Excel Financial Modeling, CA Licensed Broker, Microsoft Office, LandVision, CoStar

**Interests:** Travel, Beach Volleyball, Snowboarding, Fitness