

Resume Packet

NO.	STUDENT	GRAD DATE
1	Arnold, Rebecca	Aug 2017
2	Brengel, Kyle	May 2017
3	Dashputre, Vikram	May 2017
4	Diehl, Mary	May 2017
5	Li, Yifan	Aug 2017

REBECCA M.W. ARNOLD

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Finance and Real Estate

2015-2017

- Activities: Real Estate, Golf, and Wharton Hispanic American MBAs Clubs
- Represented Wharton at 2015 National Real Estate Competition at UT Austin
- Awarded Bruce W. Barrow Memorial Fellowship
- GMAT Score: 730

DUKE UNIVERSITY

Durham, NC

Bachelor of Arts; Majors in Public Policy and Spanish, Certificate in Markets and Management

2004-2008

- Active in Hispanic Literacy Programs and House Council; Dean's List with Distinction during semester abroad in Madrid

EXPERIENCE

RELATED COMPANIES (*Private developer, owner, and operator of \$30 billion in real estate*)

San Francisco, CA

Development Summer Intern

Summer 2015

- Collaborated with multi-family development design and construction teams for 544-unit, \$430m luxury San Francisco high-rise and 367-unit, \$20m remodel of historic downtown San Francisco high-rise
- Conducted market research and presentations, including financial viability and competitor site analysis, for residential development projects totaling over \$500m and 1,000 units in San Francisco and Silicon Valley
- Underwrote pro forma and returns for \$20m remodel of 488-unit downtown San Francisco high-rise and led RFP process of its 300-stall parking garage; final product presented to national company President

NORTHMARQ CAPITAL (*Investment banking firm brokering capital for commercial real estate*)

Dallas, TX

Senior Investment Analyst

2013-2015

- Analyzed and presented commercial real estate investments, including financial underwriting and market analysis, to source debt and equity for clients from insurance companies, banks, and private equity firms
- Managed due diligence and closing processes of \$250m+ in debt and equity transactions, including multi-family, office, retail, and mixed-use acquisitions and developments
- Managed and trained an intern class of 2 analysts; brought in clients for the firm
- Transactions included: \$45m construction loan for a mixed-use development with 300 multi-family units and 30,000sf of retail in Ft. Worth, TX; \$12m in equity and \$23m construction loan for a 200-unit multi-family development in Dallas, TX; \$11m in equity and \$24m construction loan for a 100,000sf office development in Frisco, TX; \$10m re-financing loan for a 100,000sf retail center in Ft. Worth, TX; \$10m in mezzanine debt for a 200-unit multi-family development in Portland, OR

SUNTEX VENTURES / SUNTEX MARINAS (*Private equity investor, developer, and manager of marinas*)

Dallas, TX

Associate

2010-2013

- Promoted from Analyst; rated top tier performer
- Founding team member of Suntex Marinas, now one of largest marina companies in United States
- Underwrote domestic and international acquisitions and developments of commercial real estate including marinas, ancillary marina operations, senior housing facilities, and loan portfolios; performed initial underwriting, marketing, asset management, office, and employee training functions
- Created presentations to source debt and equity, including marketing of \$100m private equity fund; coordinated investor relations, entailing creation of investor database and investor reports for 60 high-net worth individual investors
- Managed due diligence and closing processes of \$300m+ acquisitions, 16 marinas and 2 senior living facilities in total
- Transactions included acquisitions of: \$40m 850-slip marina in Jersey City, NJ; \$20m 3-marina portfolio with 1,000+ slips in Fort Worth, TX; \$10m 150-bed senior housing facility in San Antonio, TX; \$20m portfolio of loans on 4 marina assets

ADDITIONAL INFORMATION

- Interests: Golf, including organization of and participation in golf tournaments as well as volunteering for a golf non-profit
- Languages: Spanish (fluent); French (fluent)

KYLE P. BRENGEL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Majoring in Business Analytics 2015-2017

- Led international 10-student consulting team to optimize cancer research and treatment in Sub-Saharan Africa leading to establishment of public-private partnership network in West Africa
- Wharton's Veterans Club Director of Admissions; Venture Fellow; Admissions Fellow; Consulting Club

SPECIAL WARFARE CENTER AND SCHOOL, UNITED STATES ARMY Fort Bragg, NC
Special Forces Qualification Course 2009-2010

- Completed grueling 14-month Special Forces Qualification Course to earn US Army "Green Beret."
- Included Arabic language, planning, and survival training; Commanded 18-man team in unconventional warfare exercise, mentoring foreign leadership and conducting bilateral mission preparation and execution

UNITED STATES MILITARY ACADEMY AT WEST POINT West Point, NY
Bachelor of Science in Political Science: Majored in International Politics 2001-2005

- Certified 300 divers in a four-year period as NAUI SCUBA Instructor and member of USMA SCUBA Team

EXPERIENCE

DELOITTE CONSULTING, LLP Denver, CO
Strategy & Operations Summer Associate – Received full-time employment offer Summer 2016

- Analyzed and conducted data visualization of finance resources at \$30B mid-stream oil and gas company assisting CFO and CEO in decision making during joint venture divestiture
- Assessed risks for divestiture implementation, driving company leadership discussions on risk reduction measures

UNITED STATES ARMY, 10TH SPECIAL FORCES GROUP (AIRBORNE) Fort Carson, CO
Deputy Operations Officer / Company Executive Officer / Detachment Commander 2010-2015

- Supervised 47-man operations staff in developing training, deployments, and special operations activities for 2500-person Special Forces Group (budget \$139M) including 72 separate deployments to 53 countries
- Managed \$25M development budget across eight East African countries while simultaneously synchronizing over 120 strategic level special operations missions over a six-month period
- Led first-ever exchange with Russian special operations forces in support of US – Russia Presidential Commission; oversaw conduct of 13 high-risk training events by 100 US and 30 Russian soldiers
- Researched and authored \$9M security improvement proposal for Somali National Army. Presented to senior DOD officials, leading to program being ranked number one of 122 in East Africa for US security investments

UNITED STATES ARMY, 25TH INFANTRY DIVISION Fort Wainwright, AK
Deputy Operations Officer / Company Executive Officer / Infantry Platoon Leader 2006-2008

- Planned multi-phased movement and tactical employment of 600 soldiers and 150 vehicles from Alaska to California for mission readiness exercise, preparing unit for a 12-month deployment to Iraq
- Supported 200 US soldiers for 45-day exercise in austere location in Philippines by organizing daily logistics with Philippine counterparts and purchasing \$3k of supplies in local markets, contributing to success of exercise
- Led 46-man infantry platoon during successful execution of over 15 high-risk training events, directly leading to certification of a \$12M training facility and supervised daily use of \$10M of equipment with no losses

ADDITIONAL INFORMATION

- **Interests:** Advanced mountaineering, skiing, landscape photography, Africa, endurance sports
- **Community:** Service to School (2015-16), Team RWB Local Athletic Director (2014-15)
- **Languages:** Modern Standard Arabic (intermediate)
- **International Experience:** Worked in ten foreign countries and traveled to an additional 12 countries

VIKRAM A. DASHPUTRE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management

Philadelphia, PA

2015-2017

- First-Year Honors, recipient of Kaiser Family Foundation Grant
- Member of Wharton's Healthcare Club, Digital Health Club, Politics & Public Policy Club

THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

Bachelor of Science in Business Administration; Concentration in Finance

Chapel Hill, NC

2006-2010

- GPA: 3.84 / 4.00; earned BSBA with Highest Distinction
- Morehead-Cain Scholar: full merit scholarship based on leadership, academic achievement, and public service

EXPERIENCE

DAVITA HEALTHCARE PARTNERS

Summer Associate, Integrated Care Partnerships

Denver, CO

2016

- Led development of business case for risk-based partnerships with payors and providers managing small dialysis populations; conducted needs assessment for potential partners, including Medicare ACOs and regional health plans
- Proposed strategy to manage risk internally by building actuarial model, simulating distribution of potential outcomes, and recommending specific payment structures and partnership types to pursue

ENHANCED EQUITY FUNDS

Private Equity Associate

New York, NY

2013-2015

- Collaborated with five functional areas of a loss-making clinical laboratory portfolio company to produce a detailed liquidity forecast, operating budget, and multi-phase cost savings plan establishing a path to profitability
- Executed roll-up strategy for \$80MM national pain management practice by coordinating due diligence, deal execution, and refinancing processes related to add-on acquisitions
- Assessed new investment opportunities in the hospitalist, radiology, and home care industries, by generating financial projections, evaluating market opportunities, and analyzing business models, ultimately resulting in three executed LOIs

NEWYORK-PRESBYTERIAN MORGAN STANLEY CHILDREN'S HOSPITAL

Analyst, Morgan Stanley Ambassador Program

New York, NY

2012-2013

- Selected through competitive process as only individual across multiple divisions within Morgan Stanley to be loaned for a full year of service to NewYork-Presbyterian Hospital
- Managed project to design a standardized clinical pathway for pediatric asthma patients across two inpatient facilities at NewYork-Presbyterian Hospital with a goal of decreasing treatment variation and optimizing resource utilization
- Led committee to improve patient throughput and created dashboards to monitor hand-off issues, turnaround time, and best-practice compliance as part of system-wide efforts to reduce length of stay and improve coordination across departments

MORGAN STANLEY

Analyst, Healthcare Investment Banking Group

New York, NY

2010-2012

- Ranked as one of two top performing analysts across entire healthcare group for two years in a row based on technical skills, project management, communication, judgement, and leadership
- Developed financial models to assess corporate valuation, calculate financial impact, and determine ability to raise and repay debt during the M&A advisory process for Alkermes in its \$1Bn merger with Elan Drug Technologies and related financing
- Designed analytical framework to be used as a basis for transaction negotiation and led due diligence conversations between management teams in Sigma-Aldrich's \$350MM acquisition of BioReliance Corporation

ADDITIONAL INFORMATION

- **Interests:** Travel, mindfulness techniques, foreign policy, and international cuisine
- **Other:** Fluent in Marathi; proficient in Spanish; previously held U.S. State Department Secret Security Clearance

MARY M. DIEHL

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EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Entrepreneurial Management 2015-2017
Master of International Studies Candidate; Focus in East Asia and Mandarin Chinese

- President of Wharton Women in Business, largest club at Wharton
- Leonard Lauder Fellow: Full scholarship to the Lauder Institute awarded to top 5 matriculating students
- PricewaterhouseCoopers Scholar

UNIVERSITY OF VIRGINIA Charlottesville, VA
Bachelor of Arts, Majors in Economics and Foreign Affairs; GPA 3.8/4.0 2006-2010

- Phi Beta Kappa, Beta Chapter of Virginia; Echols Scholar - top 5% of matriculating class selected to receive advanced coursework; Dean's List all semesters
- President, Kappa Alpha Theta - led, motivated, and supported 100+ fellow members. Represented organization to University community and oversaw \$500K annual budget

EXPERIENCE

MCKINSEY & COMPANY Atlanta, GA
Summer Associate Summer 2016

- Developed growth strategy for a \$1B paper and packaging company to double in size over 5 years

YUANHAO CAPITAL MANAGEMENT (\$150M Chinese equity long short fund) Shanghai, China
Head of Investor Relations 2014-2015

- First foreign hire; led Account Management team in building infrastructure from ground up and established international best practices for working with institutional investors; created client relationship management (CRM) system to track over 100 investor relationships
- Raised \$10M; engaged network of pension and endowment funds leading directly to three due diligences for investment

PACIFIC ALTERNATIVE ASSET MANAGEMENT COMPANY, PTE. LTD. Singapore
Senior Analyst, Portfolio Management 2011-2013

- Conducted in-depth portfolio inclusion analysis on Asian dividend yield strategy and presented it to investment committee. Recommendations led directly to initiation of funding process for \$15M investment
- Produced monthly financial and market risk reports for \$100M+ of assets, specifically those deployed to a Japanese long short equity fundamental value strategy and a pan-Asia fixed income arbitrage strategy, informing asset allocation decisions
- Developed an Excel-based multi-factor regression model to reflect macro market exposures in broader Asia-Pacific portfolio used by company Directors to drive asset allocation
- Created and implemented analyst training and ongoing professional development programs focusing on technical aspects of hedge fund trading strategies and structures

Analyst, Portfolio Management Irvine, CA
2010-2011

- Selected as only analyst on Portfolio Management team to be seconded to Singapore office to provide analytical support for its \$400M+ Asia-Pacific portfolio
- Produced comprehensive portfolio performance attribution analyses on a monthly basis for firm-wide distribution
- Collaborated cross-departmentally to create tool to automate priority manager tracking in hedge fund industry through CRM database, facilitating targeted and efficient manager research

ADDITIONAL INFORMATION

- **Positions:** Founding junior board member of YPG Singapore, a non-profit organization providing professional opportunities to local youth; UVA Alumni 2015 Reunion Giving Committee
- **Languages:** Fluent in Mandarin Chinese
- **Interests:** Chartered Alternative Investment Analyst; Freelance painter; Advanced Open Water Scuba Diver; Traveled to 30+ countries, All-American Athlete, High School Lacrosse, 2006; Defensive Soccer Player of the Year (TN), 2006

YIFAN LI

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EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Multinational Management 2015 – 2017

Master of International Studies Candidate; Global Program

- Director's List, Fall 2015 (Top 10% of class); Recipient of Leonard Lauder Fellowship
- Co-President of Travel and Hospitality Club; Active member of Greater China Club and Japan Club

HARVARD UNIVERSITY Cambridge, MA
Bachelor of Arts in Economics, cum laude; Secondary Field in Government 2007 – 2011

- Selected from 180+ students for Tazuko Ajiro Monane Prize recognizing highest achievement in Japanese
- Director, Harvard Chinese Music Ensemble; Terms abroad in Hong Kong (Fall 2009) and Hakodate, Japan (Summer 2008)

EXPERIENCE

VOLARIS – *Mexico's largest low cost airlines* Mexico City, Mexico
Intern, Strategy Summer 2016

- Collaborated with Chief Commercial Officer to generate 10-year operational plan outlining passenger and revenue projections, network expansion, and fleet and workforce growth, for presentation to Board of Directors
- Recommended future fleet strategies based on company's strategic goals, cost and operational comparisons of various narrow and wide-body aircraft types, and benchmarking of aircraft usage by other low cost airlines

GUANGHE XINZHI – *Online education startup providing math learning platform Yangcong345.com* Beijing, China
Online Course Content Designer 2014 – 2015

- Designed and developed Chinese middle school math and geography course content products with creative teaching methods and real life applications for online learning platform Yangcong345.com and rural education initiative Sunshine Library
- Established company's first comprehensive work planning and resource management process for product release, resulting in disciplined deadline enforcement, real-time monitoring of progress, and more efficient cross-functional coordination
- Led three company-wide training sessions to enhance work planning structure, streamline meeting execution, and develop communication and teamwork skills for 50+ employees across five functional divisions

BAIN CAPABILITY CENTER Gurgaon, India
Project Leader (*Experience Transfer within Bain & Company*) 2014

- Managed team of four analysts on 30+ quick turnaround projects across sectors to support consulting teams worldwide
- Introduced new project management process ensuring team efficiency, transparency of progress, and dynamic distribution of tasks, resulting in team recognition for consistently delivering work without overtime
- Mentored team on professional development and prepared three analysts for successful interviews to join consulting office

BAIN & COMPANY Palo Alto, CA
Senior Associate Consultant 2013 – 2014
Associate Consultant 2011 – 2013

Transformation program management for a flagship networking technology client

- Developed and implemented three generations of Financial Benefit Tracker system and integration mechanism with IBM Clarity software; provided monthly reporting for 80+ active initiatives with a total of 2 million data points
- Established monitoring of actual versus promised benefits for client's transformation management; recommended investment prioritization across initiatives based on predicted benefits and strategic importance

Go-To-Market transformation for global software company

- Generated FY14 sales coverage and expense to bookings ratio targets for seven geographies and verticals through analysis of existing efficiency levels and growth prospects; resulted in ~15% sales cost reduction in developed markets

ADDITIONAL INFORMATION

- **Languages:** Mandarin (native) • Japanese (fluent, JLPT Level 1) • Cantonese (fluent) • Spanish (conversational)
- **Research:** Geospatial analysis and mapping through Google Earth on infrastructure, airlines and hotel networks; created database on China's high speed rail network for Harvard Center for Geographic Analysis' ChinaMap portal
- **Interests:** Travel planning and group travel organization; Tea collection; Painting and drawing; Cooking
- **Other internships:** Global Market Analyst Intern, Nomura International (Hong Kong) Ltd. (Hong Kong, 2010); Summer intern, The House of Representatives of Japan – Office of Representative Nagashima Akihisa (Tokyo, Japan, 2009)