

# Noelan Brewington-Janssen

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1310 East Thomas Street, Seattle, WA 98102

## SUMMARY:

Analytical masters student with a strong skill set in excel, communication, and problem solving. Currently, pursuing an institutional multi-family development intern role in the greater Seattle area.

## EDUCATION:

**University of Washington, Seattle, WA**

9/2020 - 3/2022 (Anticipated)

Masters of Science in Real Estate with a focus on Development

**University of San Francisco, San Francisco, CA**

8/2008 - 5/2012

B.A. International Business, Minor in Chinese; Cumulative GPA: 3.7/4.0

## CLASSES & PROJECTS

### Financial Modeling

- Financial Modeling for Real Estate - created pro forma models covering development and operation of real estate projects.
- Real Estate Finance class through Foster School of Business. Prepared an investment analysis for an 8 unit apartment building. Included area analysis, marketability analysis, and 5-year levered & unlevered analysis.

### Market Research

- Prepared a development feasibility analysis for a 50 unit apartment building near UW. Included market research, sales comp research, and preparation of 5-year discounted cash flow.

### Construction Management

- Enrolled in blueprint reading and cost estimation class at UW's Construction Management school.
- Completed Association of General Contractor's CTS A Print Reading Course.

## EXPERIENCE:

**eCommerce Professional - Seattle, San Francisco, Amsterdam**

11/2015-8/2020

- Positions held with Flywheel Digital, Indigitous, KidKraft Amsterdam, and my own company. Key projects and results include:
  - Managed \$200M+ in annual Amazon sales for clients including Gillette, Braun, Carhartt bags, BlenderBottle, and KidKraft. Consistently delivered 30%+ year over year growth.
  - While at KidKraft, proposed and managed a project to increase purchase orders placed by Amazon directly to China. Worked with internal sales, logistics, manufacturing, and financial planning teams in Amsterdam, Dallas, and Shenzhen, as well as Amazon retail and logistics teams in Luxembourg, Milan, and Shenzhen. Grew direct import volume by 200%.
  - Set up my own company importing products from China to sell on Amazon. Responsible for everything from driving strategic vision to delivering tasks. Experience in market research, product design and sourcing, logistics, forecasting, digital marketing, sales tax, bookkeeping, and customer service. Grew monthly revenue from \$0 to \$20,000 in 16 months.

**Panoramic Interests - San Francisco, CA | Project Manager**

4/2016 - 10/2016

- Coordinated 12 member team of Architects, Engineers & Consultants, taking Construction Drawings from 50% to 90% completion in 6 months. Created and monitored project schedule using MS Project.

**ChinaSF - Shanghai, China | Shanghai Program Manager**

12/2013 - 2/2016

- Worked for China focused economic development initiative, representing the Mayor's Office of San Francisco. Attracted 9 Chinese companies (\$500 million dollars of inbound foreign direct investment) to San Francisco.

## INTERESTS:

- Bass guitar and mandolin
- Through hiking / backpacking
- Conversational Mandarin (HSK 5)
- Avid reader of history and non-fiction