

VIVEK SHARMA

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EDUCATION

University of Washington, Runstad School of Real Estate

Seattle, WA

Master of Science in Real Estate, **GPA: 3.89**

Sept'2022 – May'2024

Areas of Interest: Real Estate Investments, Acquisitions & Development

Relevant Coursework: RE Finance & Investments, Data Analysis & Visualization, RE Development & Feasibility Analysis, RE Appraisal, Argus

New Horizon College of Engineering

Bangalore, India

Bachelor of Engineering in Civil Engineering, **GPA: 3.82**

AWARDS & SCHOLARSHIPS

Winner - 2023 NAIOP and Prologis Inclusion in CRE Scholarship (\$4,130)- [Link](#)

University of Washington- Graduate Scholarship 2023 (\$13,500)

SKILLS

Microsoft Office Suite (Excel, Word, PowerPoint), Argus, CoStar, AutoCAD, Tableau, Land Vision, ArcGIS, Salesforce, R Studio

CAREER HIGHLIGHTS

ProLogis

San Francisco, USA

Investment Analyst Program- Intern

June'2023 – Aug'2023

- Conducted an extensive portfolio analysis of two prominent industrial REIT's, TRNO and STAG, with a combined asset valuation of \$38.5 billion. Evaluated asset pricing and positioning in alignment with PLD standards, executed a thorough valuation of the real estate portfolio, assessed Net Asset Value (NAV), and identified potential synergy opportunities
- Performed financial underwriting for multi-tenant prime and core industrial assets valued at \$250 million, collaborating with senior analysts to evaluate them for acquisition and single-phase development
- Led ad-hoc projects for the investment team, involving extensive market research and the development of an interactive dashboard in ArcGIS to visualize key real estate financial metrics at the market and submarket levels

Crestone Developers

Bangalore, India

Projects & Operations Manager

Sept'2021 – Sept'2022

- Acquired and executed 3 highly selective retail & hospitality build contracts for Trent Limited (a TATA enterprise) and Barbeque Nation Limited (a PAN-Asia restaurant group)
- Repeated success in delivery timelines for projects amounting to a total of \$3.5 Million in value
- Spearheaded contract negotiations between general and subcontractors, saving \$100K in construction costs for the firm
- Performed in-depth financial analysis and operational due diligence on annual budgets, serviceable standards, and strategic business goals by analyzing market trends, competition, and potential growth opportunities

Project Manager

Aug'2019 – Aug'2021

- Spearheaded 12 large and 10 mid-sized commercial interior projects from inception to completion at prime locations in India while effectively negotiating a 20% reduction in project costs with vendors and material manufacturers
- Boosted project-specific profit margins resulting in 30% YoY growth in revenue. This feat was achieved with the use of process automation and implementation of efficient project management techniques
- Acquired 2 major clients for the firm - Reliance Industries Ltd (a Fortune 500 company) and Malabar Gold & Diamonds (the largest jewelry retailer globally)

Assistant Project Manager

Jan'2019 – Jul'2019

- Systematically orchestrated the project execution schedule with set timeline and budget. Achieved defined targets during project lifecycle despite 25% expansion in scope while supervising a workforce of 60+ on-site employees
- Steered all aspects of a construction project, including management of contracts, billing, client meetings, and daily field operations by inspection

LEADERSHIP & VOLUNTEERING

Runstad School of Real Estate, University of Washington

Seattle, WA

President – Real Estate Club

June'2023 – Present

- Led a team of student leaders to organize networking and educational events focused on the real estate industry, demonstrating strong leadership and organizational skills
- Secured sponsorships and partnerships for the Real Estate Club by building and maintaining relationships with industry professionals and the advisory board at the Runstad School of Real Estate

NAIOP, Washington State Chapter

Seattle, WA

Developing Leaders –Committee Member

Dec'2022 – Present

- Leading the annual mentorship program (2023 & 2024), pairing industry veterans with mentees, and organizing events with the developing leaders committee

Runstad School of Real Estate, University of Washington

Seattle, WA

Vice President – Real Estate Club

Nov'2022 – April'2023

- Hosted a total of 38 successful events, demonstrating strong leadership, organizational, and event planning skills
- Mentored undergraduate students, fostering their professional growth & development
- Moderated Distinguished Speaker Series events and career development panels featuring top firms in the Pacific Northwest, in collaboration with prestigious real estate organizations like Crew, NAIOP, and BOMA
- Achieved significant growth, scaling up the RE Club membership to 570 participants, reflecting successful leadership and engagement

RESEARCH

Université Le Havre Normandie

Le Havre, France

Research Assistant & Exchange Student

Sept'2018 – Dec'2018

- Researched on optimization of a patented sustainable construction material, Raw Earth Concrete
- Analyzed data and compiled results using software like Origin Pro, and MS Excel. This research was presented in the 16th Intl Conf. on Earth Materials and Construction, Paris