

VIVEK SHARMA

Seattle, Washington

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EDUCATION

University of Washington, Runstad School of Real Estate

Seattle, WA

Master of Science in Real Estate, **GPA: (Pursuing)**

Sept'2022 – May'2024

Areas of Interest: Real Estate Development, Acquisitions & Investments

New Horizon College of Engineering

Bangalore, India

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

Sept'2015 – May'2019

CAREER HIGHLIGHTS

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. Increased efficiency by delivering blended functionality reducing on-site man-hours for the firm
- Spearheaded contract negotiations for mutually beneficial agreement with vendors, saving \$100K in construction costs
- Performed in-depth financial analysis and operational due diligence on annual budgets, serviceable standards, and strategic business goals by analysing 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 managing 60+ on-site workforce
- Steered all aspects of construction project, including management of contracts, billing, client meetings, and daily field operations by inspection

Shriram Properties Limited

Bangalore, India

Assistant Product Manager

Apr'2019 – Jul'2019

- Conducted detailed market research and analysis to define 'Unique Selling Points' of properties. Developed and implemented product decks for upcoming multi-family developments under consideration for acquisitions
- Conceptualized a dynamic price sheet for an affordable housing project in North Bengaluru. This initiative increased customer engagement and ticket inflow by 70%

VOLUNTEERING

Runstad School of Real Estate, University of Washington

Seattle, WA

Vice President – Real Estate Club

Nov'2022 – Present

- Overseeing the Real Estate Club leadership team to organize real estate centric networking and educational events
- Promote relationships with the advisory board at the Runstad School of Real Estate and industry professionals to facilitate engagement and build partnerships with the club

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 constituents using Modde to enhance its mechanical properties – Toughness Index and Young's Modulus
- 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

SKILLS

Microsoft Office Suite (Microsoft Excel, Word, PowerPoint), Origin Pro, SAP, AutoCAD, Salesforce CRM and Google Products