

VIVEK SHARMA

4710 11th Ave NE, Apt 408, Seattle, Washington, 98105, USA
+1 (206) 730 2998 | vivek17@uw.edu | [LinkedIn](#) | [Website](#)

Short Bio:

Vivek Sharma is a MSRE candidate at the University of Washington from India. Vivek has worked for 4+ years developing commercial real estate at Crestone Developers, a general contracting firm, based out of Bangalore, India. Working for his family business, he gained entrepreneurial experience, acquired two Fortune 500 clients for the firm and developed more than 35 projects across South India. His role as a Project & Operations manager equipped him with a strong understanding of the development process including project management, financial analysis, and contract negotiations.



Vivek's background in commercial interior design and early interest in construction gave him key insights into the industry and drove him to study civil engineering for a bachelor's degree. During the program, he worked as a Research Assistant in the Department of Civil Engineering at UFR Sciences & Techniques, France, where he helped develop a patented technology called Raw Earth Concrete, a sustainable building material, and subsequently presented his research paper at the 16th International Conference-Earth Materials, Paris.

Vivek is a first-generation college student and aims to enhance his understanding in Real Estate investments, acquisitions, and development by leveraging his time spent at the UW's Runstad Center of Real Estate to advance his development ventures in affordable housing, public health, and supply chain infrastructure. Vivek lives by the motto, "Every time you build a company, you have to first become a subject matter expert. There are no shortcuts."

Vivek is an avid reader and enjoys painting, cooking, and playing badminton. He currently serves as the Vice-President of the Real Estate Club at the University of Washington.

Career Interests:

Looking for: **Internship (Summer 2023); Part-Time (Fall 2023 onwards)**

Asset Class of Interest: **Industrial, Multi-Family, Mixed-Use, Office, Retail**

Functions of Interest: **Development, Acquisitions & Investments**

VIVEK SHARMA

4710 11th Ave NE, Apt 408, Seattle, Washington, 98105, USA
+1 (206) 730 2998 | vivek17@uw.edu | [LinkedIn](#) | [Website](#)

EDUCATION

University of Washington, Runstad School of Real Estate **Seattle, WA**
Master of Science in Real Estate, **GPA: 3.8** *Sept '2022 – May '2024*

Areas of Interest: Real Estate Development, Acquisitions & Investments

Relevant Coursework: RE Finance & Investments, Financial Modelling, RE Development & Feasibility Analysis, RE Law

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 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 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