

WILL ELKINS

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EXPERIENCE

- Associate **RREEF – Deutsche Bank Real Estate**
A division of the Deutsche Bank Group providing a full range of real estate advisory and asset management services to institutional investors
New York, New York. Summer 2006 – Present
- Provide portfolio and asset management services to clients seeking exposure to the US real estate markets
 - Work directly with clients to devise strategies, underwrite opportunities and deploy capital in both direct and indirect real estate investments
 - Evaluate opportunities for core, value-add and opportunistic acquisitions throughout the Americas on a weekly basis
 - Coordinate efforts of acquisitions, capital markets, research, property management and leasing teams to establish and meet individualized client objectives
 - Perform ongoing comprehensive valuation of commercial real estate assets to track portfolio performance
 - Manage client accounts totaling more than \$1.3 billion in asset value
- Financial Analyst
Project Manager **Aegis Equity Partners**
Privately-held development firm focused on opportunities for value creation in Northern California
Oakland, California. 2004 – Fall 2005
- Lead analyst on proposed \$300MM urban infill multi-use development
 - Executed comprehensive financial and due diligence analysis
 - Developed proforma models detailing debt structure, cash flow and asset sale analysis
 - Devised risk management and contingency planning strategies for multi-phase construction
 - Worked directly with Aegis founder and general counsel to formulate deal structure and financing logistics
- Market Analyst **ZipRealty.com**
Pre-IPO startup offering full-service brokerage services to residential customers
Emeryville, California. Summer 2003
- Analyzed growth of top American real estate markets and the specific market forces impacting that growth
 - Evaluated ZipRealty's position to expand into the most promising markets
 - Conducted competitive market analysis to assess ease of entry and ideal infrastructure alignment in key markets
- Limited Partner **LHB Investments**
Privately-held real estate portfolio of commercial properties in South and Central Louisiana
Alexandria, Louisiana. Founded 2003
- Evaluate proposals and trends in Louisiana real estate market. Identify opportunities to leverage LHB Investments' unique position in the private and commercial markets
- Account
Management **Euro RSCG Worldwide**
A unit of Havas, a global network of advertising agencies. Clients included Intel, Volvo, MCI and JP Morgan
New York, New York. 1998 – 2003
- Oversaw the account management team in the development and execution of growth strategies for Intel business-to-business digital marketing
 - Managed \$140MM integrated advertising budget in partnership with the consumer business group – achieved increase from \$1.5MM to \$20MM in online group billings
- EDUCATION **University of California at Berkeley** – Haas School of Business
Masters of Business Administration, Class of 2005
- Honors Certificate in Real Estate
- Washington & Lee University** – Lexington, Virginia
Bachelor of Arts, German, Magna cum Laude, 1997

ADDITIONAL

- AFFILIATIONS Urban Land Institute , NAIOP, MAS Urbanists, Young Real Estate Professionals of New York
LANGUAGE High proficiency in German (written and spoken)
INTERNATIONAL Previous international work experience in Germany (Osram GmbH), Czech Republic (Saatchi & Saatchi)
SOFTWARE MS Office Suite, Advanced Excel, Argus, Bloomberg, Crystal Ball (Monte Carlo Simulation)