

## Alexander Schaefer

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### SUMMARY

Accomplished and driven real estate acquisitions officer for a national, publicly traded REIT. Strong producer and manager adept at real estate analysis, finance and management with involvement across all commercial asset classes. Areas of experience include acquisitions, underwriting, financial modeling, asset management, property management, build-to-suit development, construction financing, credit analysis, capital management and financial accounting.

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### EXPERIENCE

#### **VEREIT, Inc.**

*Manager/AVP*

**New York, NY**

*11/13 –Present*

- Originate net-leased real estate for investment on corporate balance sheet and on behalf of the company's managed, private capital funds totaling over \$26 billion in assets under management.
- Create detailed financial models reflecting a comprehensive analysis of prospective purchases including both individual properties and large multi-property portfolios.
- Evaluate and verify that potential acquisition targets comprise suitable metrics and qualities including attractive real estate positioning, proper in-place lease structure and accretive long-term returns.
- Negotiate price and deal terms for property purchases with principals and brokers, utilizing letters of intent and eventually signing of a purchase and sale agreement.
- Quarterback internal acquisition process, from initial deal approval through due diligence and closing.
- Manage acquisitions analysts confirming that all financial models, letters of intent and investment presentations are accurately prepared.
- Verify that the due diligence collected and the final underwriting of the prospective purchase confirms what was originally negotiated.
- Compile forward pipeline and owned asset reports for six different investment funds containing hundreds of property purchases to aid in cash-flow forecasting.
- Perform daily and ad-hoc reporting and analysis directly for the executive management team regarding the currently owned real estate portfolio and the respective funds' pipelines.
- Work with the asset management department to evaluate proper strategic objectives for a portfolio of over 4,000 assets and execute on devised plans.

*Analyst*

*3/13-11/13*

- Reviewed offering memorandums and leases in addition to all supporting documents in order to prepare financial models in Argus and Excel as part of underwriting prospective property purchases in the office, industrial and retail sectors
- Prepared proposals for build-to-suit developments and take-out acquisitions of the finished properties for large national tenants.
- Analyzed the financial statements, credit reports and SEC filings of prospective tenants to determine the companies' credit worthiness and appropriate pricing of assets leased to the subject companies.
- Drafted letters of intent for all potential real estate purchases and composed Investment Memorandums for presentation to each fund's Board of Directors.
- Underwrote over \$50 billion of potential real estate acquisitions and participated in the negotiation and execution of transactions with an aggregate value exceeding \$15 billion, including a \$2.1 billion portfolio of restaurants from GE Capital, a \$2.2 billion portfolio of various assets from Inland American and a \$1 billion portfolio of various assets from Fortress Investments.
- Examined and underwrote the assets of Cole Real Estate Investments (CREI), totaling over 1,000 properties and over 1,800 leases, as part of \$11 billion purchase and merger with CREI.

## **EXPERIENCE (CONT.)**

### **Cushman & Wakefield**

**New York, NY**

*Senior Financial Analyst*

*11/11-3/13*

- Analyzed, monitored and helped forecast revenues and costs for all offices across Company's entire US Operations.
- Investigated and provided accurate financial and operational analysis detailing the explanations for monthly, quarterly and year-to-date variances.
- Facilitated month-end closing process through interface with corporate finance.

### **Beanstalk**

**New York, NY**

*Senior Accountant*

*11/09-11/11*

- Maintained and closed the general ledger at the end of each month for three separate entities in three different countries, consolidated the results, and submitted them to corporate.
- Prepared monthly, quarterly and yearly financial statements and corresponding back-up workpapers for all company entities, spanning three countries and multiple currencies.
- Formulated yearly budgets and revised quarterly to facilitate corporate oversight and consequently analyzed financial results for material inconsistencies and monitored variances from budget.
- Worked with independent and internal auditors to ensure proper presentation of company's financials and satisfactory audit review results.

*Junior Accountant*

*7/09-11/09*

- Monitored all balance sheet accounts and prepared reconciliations for each including accrual, prepaid and deferred revenue balances.
- Ensured recorded expenses were in-line with budget and analyzed variances.
- Managed credits and payment terms with vendors and made sure they were paid timely.

### **GSC Group, Inc.**

**New York, NY**

*Tax Accountant – Temp*

*1/09 – 7/09*

- Calculated K-1 numbers and final investment figures for a variety of entities held by this private equity firm.

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## **EDUCATION**

**University of Connecticut,**

**Storrs, CT**

*Bachelor of Science in Business Administration*

*May 2008*

Major in Accounting

GPA: 3.4/4.0

Wrote for the Daily Campus, the student newspaper.

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## **SOFTWARE SKILLS:**

Expertly trained with and extensively used:

- Microsoft Office programs including Excel, Word, Access and PowerPoint;
- Argus real estate modeling software;
- Counterpoint Systems' (CMS) general ledger and contract administration program;
- Oracle and PeopleSoft general ledgers;
- IBM's Cognos business intelligence software;

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## **INTERESTS:**

Skiing when work permits, Kurt Vonnegut books, UConn athletics, barbecuing even when the weather doesn't permit, movies by Hal Ashby.