

RAVISH KAMATH

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SUMMARY

Dynamic and results-focused MBA candidate specializing in real estate finance with advanced level expertise in Microsoft Excel financial modeling, currently working part time with a bond rating agency supporting the CMBS team in the role of an associate, eager to apply over 5 years of hands-on real estate experience toward a career with a progressive organization in achieving objectives as key team member in the real estate segment.

EDUCATION

- University of Connecticut School of Business** **Stamford, CT**
Master of Business Administration (MBA) **(Expected) May 2013**
Concentration: Real Estate Finance
ARGUS Software Certified (ASC) – Valuation – DCF
- Awarded Graduate Teaching Assistantship based on merit to support:
- *Fixed Income & Mortgages course* **2011-2012**
- *Personal Finance course* **2012-2013**
- Visveswaraiah Technological University** **Karnataka, India**
Bachelor of Engineering (Computer Science) **2002-2006**

PROFESSIONAL EXPERIENCE

Kroll Bond Rating Agency Inc. **New York, United States**
CMBS Intern/Associate **May 2012-Present**

Function as both the principal analyst for securitized pools as well as a support to senior analysts on large transactions.

- Modeled conduit, stand-alone and agency CMBS transactions for final credit enhancement levels utilizing rating models.
- Performed statistical analysis of CMBS pools.
- Modeled Excel spreadsheets to conduct stratification of property level and bond level data.
- Underwrote cash flows of assets of various property types in the pool.
- Participated in hair-cut calls with issuers to review the assets in the pool.
- Reviewed and updated the rent-rolls and cash flows of properties of previously rated deals to actively participate in drafting of Surveillance reports.
- Formatted Microsoft Word based reports to create clean final version to be posted on the website.
- Conducted site visits of properties in the pool.

Kalpataru Ltd. (Real Estate Developer) **Mumbai, India**
Assistant Manager **2009-2011**

Led a team of 3 with overall accountability for the sales and marketing of over 1 million sf of commercial office space.

- Modeled Excel spreadsheets to manage lease rollovers and present senior management with cash flow analysis of present tenants while forecasting the cash flows of vacant spaces.
- Presented investors with cash flow analysis spreadsheets of various pre-leased properties to illustrate the IRR.
- Spearheaded the development and implementation of creative marketing and sales plan, resulting in achieving highest sales of pre-leased properties in the western Mumbai region.
- Directed the professional activities of sales executives by overseeing client inspections and monitoring data entry in the monthly information system.
- Negotiated with potential clients to settle on mutually agreeable commercial terms of the sale/lease transaction.
- Cultivated and maintained relationships with real estate brokers and international property consultants for market intelligence and business development.
- Collaborated with marketing agencies to strategize and implement innovative ideas to promote projects and thereby increase sales.
- Led the team which contributed over 70% towards the commercial team target for FY 2009-2010.
- Leased out over 0.5 million sf of commercial office space in a short span of 16 months for FY 2010-2011.

Cushman & Wakefield (India) Pvt. Ltd. (International Property Consultant)
Account Manager

Mumbai, India
2008-2009

- Advised globally mandated clients to reduce real estate related costs by formulating strategies and analyzing their current cash flow of properties.
- Offered clients with detailed market information, demographic and economic trend analysis, real estate forecasts, strategic real estate decisions including: space need analysis and planning, city/site selection and feasibility, occupation cost analysis and transaction structuring.
- Coordinated with landlord's and client's counsel to draft legal documents and negotiated commercial terms of the contract.
- Liaised with colleagues from the U.S. and other international offices of Cushman & Wakefield to leverage their existing relationship with clients which resulted in increasing the market share by sharing best practices amongst international offices.

DTZ International Property Advisors India Pvt. Ltd. (International Property Consultant)
Associate

Mumbai, India
2007-2008

- Advised real estate developers on most advantageous product mix and thereafter managed the strata sale and lease disposal of their projects.
- Created and launched innovative and compelling marketing programs, resulting in tremendous increase in sales and revenues.
- Initiated investment sale by providing the client with a detailed cash flow analysis explaining the return on investment on purchasing pre leased properties.
- Handled exclusive marketing of commercial projects across east and west India which were won by DTZ in a process of pitching in and competing with other firms thereby acting as a persuasive marketer to win the mandate.
- Trained management trainees on the real estate terms and Mumbai real estate markets.
- Won a mandate to market 1.8 million sf of commercial project in East India valued at over \$180 million.

Knightfrank India Pvt. Ltd. (International Property Consultant)
Assistant Manager

Mumbai, India
2006-2007

- Assisted and advised companies and high net worth individuals to identify and dispose their stressed assets and invest in properties yielding higher returns.
- Managed the real estate portfolio of clients by keeping them updated on latest market trends and advising them on investment opportunities.
- Handled the landlord representation vertical of business by winning exclusive mandates from companies to market their commercial office space.
- Awarded "The Best Broker" award for successfully concluding 6 transactions in only 6 months for the year 2006-2007.

CO-CURRICULAR ACTIVITIES

- Elected as the UConn MBA Ambassador for the year 2012-2013.
- Elected as the Co-President of the UConn MBA Real Estate Club for the year 2012-2013.
- Active member of UConn Finance Society for the years 2011-2013.
- Active member of UConn Graduate Business Association for the years 2011-2013.
- Volunteered for events organized by the NGO "CRY" for the years 2008-2011.
- Elected as the president of Cultural committee at Visveswaraiah Technological University leading a team of over 100 students for the year 2005-2006.
- Vice-Captain of the Powerlifting team at Visveswaraiah Technological University for the year 2003-2004.