

STEFAN PUGATCHENKO

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SUMMARY

Finance and strategy professional who excels at data-driven decision making, process improvement, and fostering solutions-oriented team cultures. Adept at income statement (P&L) and balance sheet analysis, cash flow forecasting, and presenting business opportunities to senior stakeholders. MBA in finance with over 10 years of consulting, finance, and management experience.

EXPERIENCE

2018-2019

ECI Group

Atlanta, GA

Private equity firm with over \$1.5 billion in multifamily real estate assets across the Southeastern United States

Director of Asset Management (2019)

Senior Financial Analyst – Acquisitions and Asset Management (2018-2019)

Headed the company-wide acquisition and asset management efforts in coordination with the internal construction and property management teams; key liaison with lenders, investors and the ECI Board

- Successfully closed over \$300 million of acquisitions, dispositions, and asset refinancing efforts; conducted operating statement (P&L) analysis and asset valuation, financial and physical due diligence, investment committee and board approval, joint venture negotiations, and equity/debt financing arrangements
- Optimized the internal procedures for evaluating new value-add investments, conducting due diligence, and managing renovations resulting in a project-on-project reduction in budget overruns from \$3.4 million to zero and a decrease in construction delays by over ten months
- Led a financial analyst, construction personnel, and operations staff in ongoing business planning, budgeting, execution assessments, competitive intelligence, and marketing processes to optimize asset financial performance
- Presented an “Introduction to Real Estate Investment” class to construction, management, and accounting staff in order to foster a unified understanding of company-wide decision-making and corresponding financial returns

2017-2018

Global Logistics Properties (GLP)

Atlanta, GA

Multinational industrial real estate investment and development firm with \$64 billion in assets under management

Associate – Asset Management

Managed a team of 3rd-party brokers and property managers to negotiate leases, maintain assets, and implement capital improvement projects on 18 investment-grade industrial warehouse properties valued at over \$10.5 billion

- Negotiated 6 executed leases and renewals at bulk warehouse properties in Virginia and Florida, in consultation with corporate leadership and the legal department
- Conducted regional market studies and performed valuation and cash flow projections to prioritize capital improvements and potential new construction projects across GLP’s east coast assets

2015-2016

Pope & Land Enterprises

Atlanta, GA

Atlanta-based office developer and real estate services firm

Associate – Development and Investment Services

Owned company-wide financial analysis, market studies, and stakeholder presentation materials on potential office and mixed-use real estate investment opportunities throughout Atlanta and the Southeast

- Performed financial analysis, cash flow projections, valuations and physical inspections for over 40 potential office and mixed-use investment opportunities and managed the due diligence process on 8 closed acquisition deals
- Advised the Georgia Tech endowment fund on the \$63.5 million acquisition of the historic Biltmore building in Midtown Atlanta, from valuation and bidding through due diligence and closing

2011-2014

Booz Allen Hamilton

Washington, DC

Senior Consultant – Planning and Wargaming (2013-2014)

Consultant – Planning and Wargaming (2011-2013)

Provided analysis and planning expertise on defense and intelligence projects ranging from cyber warfare to logistics

- Analyzed quantitative and qualitative data to create a risk assessment of operations for a major Department of Defense command; led to \$125 million of procurement programs to eliminate vulnerabilities to ongoing operations
- Led a 5-person team to re-design the capability assessment process for global Department of Defense logistics operations; resulted in the re-allocation of over \$200 million to fund future logistics infrastructure and equipment

2010-2011	United States Department of Defense Research Analyst <i>Supported international defense research focused on building relationships with US allies throughout Latin America</i> <ul style="list-style-type: none">• Conducted research on emerging topics in security and defense in the Americas used in 4 ongoing class series for US and international civilian defense policymakers and military officers• Managed the onboarding process for over 30 international interns and organized ongoing trainings and intra-governmental outreach programs including an in-depth experiential tour at the US Marine Corps Base Quantico	Washington, DC
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EDUCATION

MAY 2017	Georgia Institute of Technology, Scheller School of Business <i>M.B.A., Finance</i> <ul style="list-style-type: none">• Vice President of the Finance Club; Merit-based scholarship• Case competitions: ULI-Hines Student Competition, NAIOP Georgia School Challenge	Atlanta, GA
MAY 2009	Georgetown University, Georgetown College <i>B.A., Government</i> <ul style="list-style-type: none">• Minors: Economics, History• Study Abroad: London School of Economics and Political Science (full year)	Washington, DC

ADDITIONAL INFORMATION

- *Self-starter* and *entrepreneurial thinker* who has consulted for a restaurant franchise owner looking to expand to new markets, led a 2010 census-taking team, and worked on an innovative life insurance startup concept
- *Efficiency enthusiast* who loves finding ways to make organizations and individuals more productive through process and technology improvement; highly skilled in Excel, Argus, Rentlytics, and many other tech platforms
- *International citizen* who managed to receive US Department of Defense and NATO security clearances despite being born abroad and growing up in 8 different cities across 4 countries