

HENAR HELLOW

San Diego, CA | 619-219-1321 | h.hellow@yahoo.com

SUMMARY

- Experienced results-oriented research professional with background in quantitative and qualitative analysis
- Multi-disciplinary perspective leveraged to provide a more nuanced and comprehensive final deliverable for internal and external clients, with particular expertise in demographics, labor market, and sustainability

PROFESSIONAL EXPERIENCE

2018 – Present **CBRE** SAN DIEGO/REMOTE, CA

Sr. Research Analyst (Sept. 2021-present) | Strategic Investment Consulting

- Supported several high-impact client projects providing nuanced analysis and engaging data visualizations across all geographies and industries, guiding the decision making for millions of dollars of investment in new and expanding markets
- Created bespoke, proprietary dataset for client, providing a valuable snapshot into how the industry landscape is changing and allowing client to better understand risks and opportunities in investing in the current environment
- Functions as geospatial expert on team, increasing competitive advantage for proposals and capacity to work on wider variety of analyses

Sr. Field Research Analyst (Apr. 2021-Aug. 2021) | San Diego Research

- Became go-to person for relaying complex information for multiple departments, earning regular awards for providing prompt support and easily digestible answers
- Improved comprehensiveness of regional venture capital dataset by cross-referencing multiple databases to include all major transactions and adding location data, which was used to provide an invaluable site-driven component to VC and market reports, and allowed sales professionals to leverage location-specific analysis for business pitches
- Acted as team lead during leadership transition, ensuring department operation continued smoothly with minimal disruptions

Field Research Analyst (Oct. 2018-Apr. 2021) | San Diego Research

- Produced quarterly reports highlighting trends in regional office market and venture capital activity, which was leveraged by local brokerage teams in pitches to impress clients
- Functioned as liaison between local teams and remote GIS department, ensuring requests were communicated clearly and improving working relationship between brokerage and GIS team
- Increased usage of mapping services & data analytics in client pitches, leading to a YoY win rate increase for the sales teams and increased engagement scores for the mapping services team

2017-2018 **SAN DIEGO WORKFORCE PARTNERSHIP** SAN DIEGO, CA

Research Analyst (Jan. 2017-Oct. 2018)

- Published multiple reports later used by regional labor market leaders as guidance for training and educational content development for job seekers
- Increased department's capacity two- to three- fold to handle higher volume of data requests and track projects more efficiently by adapting three new applications to automate requests in Basecamp
- Acted as project manager for seven sector-specific research projects, resulting in increased engagement and recognition of excellence from other labor market boards nationwide

SKILLS & QUALIFICATIONS

2019-Present **ArcGIS**

- Created maps using demographic data from multiple sources for use in client pitches, reports, and presentations
- Leveraged software analytical tools for analysis across industries, focusing on labor market, real estate, and regional venture capital movement

- 2021-Present R programming
- Cleaned and prepared demographic data for analysis in thought leadership and client reports
 - In progress - working on updating on-going project modelling population movement as people age across U.S. using data from multiple sources for eventual use in client deliverables

EDUCATION

2013 – 2015	UNIVERSITY OF CALIFORNIA, SAN DIEGO <i>Master of International Affairs (MLA): Environmental Policy, International Politics</i>	LA JOLLA, CA
2010 - 2013	SAN DIEGO STATE UNIVERSITY <i>Bachelor of Arts (BA): Asian Studies (Chinese Language), Studio Arts</i>	SAN DIEGO, CA

LEADERSHIP EXPERIENCE

2018 – Present	CBRE <i>Asia Pacific Network (APN) San Diego Chapter Lead</i>	SAN DIEGO, CA
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- Established San Diego's first APN chapter by getting buy-in from local senior leadership and APN's global co-chairs, raising the local office's national DE&I profile
- As chapter lead, increased local engagement by working with APN co-chairs to hold cultural events and promoting events through leadership meetings