

MARK KARDJIAN

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EDUCATION

GEORGETOWN UNIVERSITY, McDonough School of Business

Washington, DC

Master of Business Administration

May 2024

- **Certificate in Global Real Estate; Minor – Management Science**
- **Campuswide Involvement:** VP Finance – Georgetown Real Estate Society and Out@MSB; Cohort Engagement Representative; MBA Admissions Student Interviewer; Graduate Teaching Assistant – Commercial Underwriting Clinic, Multifamily Underwriting Clinic; Steers Advisory Services – Consultant
- **Relevant Coursework:** Commercial and Multifamily Underwriting; Private Equity; Public Equity; Private Debt; Financial Markets; Managerial and Financial Accounting; Excel VBA; Corporate Responsibility

THE UNIVERSITY OF CALIFORNIA, IRVINE, Samueli School of Engineering

Irvine, CA

Bachelor of Science, Civil Engineering - Structural Design

June 2015

- **Campuswide Involvement:** Student Ambassador, Orientation Leader, ASCE Student Chapter, ASUCI – Intern
- **Relevant Coursework:** Computational Problem Solving; Land Development

EXPERIENCE

THE AM GROUP

Washington, DC

Multifamily Real Estate Financial Analyst

November 2023 – Present

- Conducted detailed financial underwriting for multifamily properties, emphasizing cash flow analysis, T12 evaluations, expense forecasting, and financing risk assessment.
- Utilized Excel-based financial modeling to thoroughly analyze multifamily property deals, enabling informed assessments of investment potential and associated risks.

ANCHOR HEALTH PROPERTIES

Washington, DC

Real Estate Analyst Intern

May 2023 – February 2024

- Performed in-depth financial analysis using Excel and ARGUS real estate valuation tools to assess over 15 property investments, evaluate potential returns through pro forma models, and support investment decision-making.
- Developed detailed cash flow models, analyzed market trends, and provided data-driven insights and fortress research reports to assist senior analysts in making informed investment recommendations.
- Assisted in gathering market data, conducting competitive analyses, and performing due diligence on potential real estate acquisitions, using market trends, demographic factors, and com sets to contribute to investment strategies.

KCE MATRIX, INC.

Burbank, CA

Project Design Engineer

June 2020 - December 2022

Project Engineer

August 2015 - June 2020

- Completed structural engineering design and drawings of more than 25 condominiums, apartments, private homes, and mixed-use complexes for various private clients.
- Created 40+ future work authorization proposals and priced bids for new builds and insurance-related repairs during tenure at KCE, incorporating survey, engineering design, and construction costs.
- Saved over 15 HOAs \$6M total by exempting respective housing communities from construction requirements implemented by the City of Los Angeles.
- Advocated and secured three affordable housing design changes, including community space beautification, bike storage, and communal barbecue space, in a South Los Angeles development to benefit future tenant communities by campaigning for tenant benefits while reducing incurred future costs to developers with city fee reductions.
- Oversaw collaboration of 10 multi-disciplinary teams, including design professionals in other branches of engineering and construction crews from the design phase through construction completion on projects.

DISTINCTIONS

Scholarship

Poland Real Estate Fellow, California Professional Engineer (P.E.), Dean's Honor List for Academic Excellence

Global Mindset Proficiencies

Armenian (fluent, native speaker), Habitat for Humanity, Travel: 25 Countries
ARGUS Enterprise, Financial Modeling, MiniTab, Visual Basic, Microsoft Office, AutoCAD, Editing and Proofreading, Data Processing, Bookkeeping, Communication

Soft Skills

Customer Service, Organization, Adaptability

Interests

Skiing, Baseball, Baking, Community Service