

Jon Lam

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EDUCATION

University of California, Berkeley, Haas School of Business **Expected May 2021**
Master of Business Administration

- Concentration: Venture Capital & Real Estate; Interdisciplinary Graduate Certificate in Real Estate
- Urban Land Institute Chamberlin Graduate Student Fellow, Haas Venture Fellow

University of California, Berkeley, College of Environmental Design **Expected May 2020**
Master of Real Estate Development + Design

- Activities: Berkeley Real Estate Club (Vice President), UT Austin Real Estate Challenge (1st Place)

Yale University, New Haven, CT **May 2016**

Bachelor's Degree, Economics and Engineering Sciences (Electrical)

- Graduated *summa cum laude* with distinction in both majors
- Awards and Honors: Tobin Scholar, Edward O. Lanphier Memorial Prize, Phi Beta Kappa, Tau Beta Pi

EXPERIENCE

Invesco Real Estate, San Francisco, CA **Summer 2020**
Summer Associate – Real Estate Acquisitions & Asset Management

- Assisting with underwriting and asset management for Invesco's NorCal and Pacific Northwest real estate portfolio

Housing Lab, Turner Center for Housing Innovation, Berkeley, CA **2019-Present**
Volunteer

- Assisted with due diligence on applicants to the Housing Lab, including memo writing
- Created investor list and homeownership story for Digs, an educational savings app helping people build home equity
- Helped build data room for Digs' seed fundraiser, interfacing directly with CEO and Housing Lab advisor

Lime, San Francisco, CA **Summer 2018**
Strategy Intern

- Liaised between members of operations, business development, finance, government relations, and engineering teams as first intern working on new product line
- Designed new market assessment framework, provided feedback on financial model for product pilot, and surveyed advertising landscape, showing how ads could change unit economics of free-floating devices
- Developed strategy for charging Lime devices, assisted with go-to-market, and established product benchmarks, providing feedback on how Lime's app could be improved

Yale Investments Office, New Haven, CT **2014-2018**
Investment Analyst, Venture Capital and Private Equity (2016-2018)

- Assisted in screening and selection of investment managers, including due diligence, that led to several billion dollars in new commitments; wrote memos to the Yale Investment Committee; and attended annual meetings
- Led analysis on illiquid asset fund models that resulted in significant changes to model assumptions
- Delivered staff meeting presentations on investment relationships on regular basis
- Led the Stock Jocks (YIO's softball team) as co-captain, managed intern program, and served as teaching assistant for Yale University Economics 450a – Investment Analysis (Fall 2017)

Financial Intern (2014-2016)

- Participated in manager selection process and worked on projects across various asset classes, including research into sub-Saharan African public equities and a spending model that was adopted by foundation trustee

Hillhouse Capital Group, Hong Kong, China **Summer 2015**
Public Research Intern - Technology, Media & Telecom

- Conducted research on Netflix and global internet video market, spoke with sell-side analysts and industry professionals, presented research findings to head of TMT group and partner at Hillhouse Capital

ADDITIONAL

- Passed Level II CFA Program Exam
- Conversational in Mandarin and Cantonese
- Enjoy golf, skiing, cello, baseball, and outdoor sports