

Katie Cettie Steinberg

M.B.A. | PMP | LEED AP BD+C

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PROFILE

Inventive real estate development manager with 5+ years experience including construction management, project management, and financial analysis. Proficient at identifying and executing on opportunities for value creation and improved financial performance for real estate assets.

EXPERIENCE

AECOM

Manager, Global Strategy and Operations Rotational Program Associate

Los Angeles, CA
Oct. 2018 – Present
June 2017 – Aug. 2017

Cost and Project Controls Manager, Construction Services

- Managed project costs and change management for \$500MM luxury hotel and multifamily project on the Sunset Strip in West Hollywood; reduced backlog of change orders by 50% in first 8 weeks on project
- Reviewed construction contracts and negotiated pricing and scope with subcontractors and ownership

Real Estate Finance Manager, Global Real Estate

- Managed asset management, portfolio optimization strategy, and quarterly reporting for ~\$400MM annual office lease portfolio in global markets, modeling and giving recommendations on acquisitions and dispositions
- Monitored capital spend, budgets, accounting, and cash flow for tenant improvement allowances in Americas

Investment Manager, Ventures

- Initiated and led strategic development project to identify innovative tools and technologies for use in the Buildings + Places business line; findings presented to Chief Executive of Americas and incorporated into FY20 strategic plan
- Created comprehensive business and operational plans for 5 new investments and acquisitions, including growth strategy, competitive analysis, market research, due diligence, financial forecasts, and operating plans

SCRIPPS COLLEGE

Sustainability Program Manager

Claremont, CA
Jul. 2014 – Sept. 2015

- Managed comprehensive sustainability program for college, including external partnerships, fundraising, grounds and facility improvements, and academic curricula and extracurricular opportunities
- Developed 3-year strategic and financial plan for social enterprise joint venture, grew sales 200% from Q1 to Q4
- Founded and developed curriculum for Social Entrepreneurs Academy, managing a team of 7, securing \$20K from the Annenberg Foundation, and raising the largest amount of grant funding in the organization's history
- Generated over \$125K in revenue by capitalizing on statewide drought program, resulting in the replacement of 90% of the Scripps campus landscape and saving 40% on annual watering costs

EARLY EDGE CALIFORNIA, *a nonprofit advocating for early childhood education*

Field and Outreach Assistant

Los Angeles, CA
Nov. 2012 – Sept. 2013

- Organized California's first training and implementation conference for teachers of transitional kindergarten, providing free professional development workshops for over 300 teachers
- Drove outreach strategy for policy advocacy based on economic and demographic data; built relationships with key stakeholders, including teachers and elected officials

UNIVERSITY OF SOUTHERN CALIFORNIA

Environmental Health Research Specialist

Los Angeles, CA
June 2011 – June 2012

- Coordinated and wrote \$8MM grant application to fund environmental health research; assisted 13 faculty in securing grants ranging from \$10,000 to \$200,000
- Administered annual Pilot Projects program, soliciting applications via RFP, identifying external reviewers, assembling a review committee, and tracking 10+ years of past projects

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CONSULTING AND INTERNSHIPS

FIFTH WALL VENTURES, a \$500MM+ AUM real estate technology investment fund

Los Angeles, CA

Venture Capital Associate Intern

Aug. 2017 – Dec. 2017

- Conducted investment underwriting, valuation, and due diligence for Series A/B real estate tech firms; evaluated market comparables, researched competitive landscape, and prepared investment packages
- Authored detailed market analysis outlining the real estate data and analytics space for anchor LPs, such as CBRE, Prologis, Lennar Homes, Equity Residential, Hines, Host Hotels, Macerich, and Lowe's Home Improvement

STRATEGIC DEVELOPMENT SOLUTIONS, a triple bottom line real estate investment fund

Los Angeles, CA

Real Estate Investment Intern

Dec. 2016 – Apr. 2017

- Created strategy to deploy \$30MM in capital for mixed-use, multifamily, and retail real estate development and acquisition opportunities that provide market rate returns and promote sustainability and economic development
- Evaluated land use regulations and zoning codes in multiple jurisdictions in the United States to assess development feasibility, entitlement needs and risks, and planning requirements

XPRIZE, Foundation catalyzing exponential innovation to solve grand challenges

Los Angeles, CA

Visioneer

May 2016 – Oct 2016

- Designed \$10MM prize to spur innovation in green building, researching emerging technologies in construction, conducting market analysis, and presenting recommendations to CEO on most promising technologies
- Collaborated with team of 3 to build global strategic partnerships with incubators and labs, securing 3 major sponsorships and promoting prize to over 250 business and government leaders at annual Visioneers Summit

TRUST FOR PUBLIC LAND

Los Angeles, CA

Parks and Public Space Development Intern

Aug. 2010 – June 2011

- Organized community workshops and outreach to facilitate collaboration between professional planners and community stakeholders to design useful public spaces
- Spearheaded grant proposal for Safe Routes to Schools development project in Reseda, CA, conducting site visits and surveys, organizing community workshops, and facilitating collaboration between stakeholders

EDUCATION

UNIVERSITY OF CALIFORNIA, LOS ANGELES

Los Angeles, CA

M.B.A. with Honors (Top 15%), Full-Time Program, Real Estate Finance

2015 – 2018

M.U.R.P. Master of Urban and Regional Planning, Regional Economic Development

- *Honors*: Luskin Fellowship (full tuition), Bren Fellow in Entrepreneurial Real Estate, APA Outstanding Student
- *Thesis*: "Developing New Economy Industrial Corridors in Los Angeles County;" Awarded Holzheimer Memorial Student Scholarship by American Planning Association Economic Development Division

POMONA COLLEGE

Claremont, CA

B.A. Environmental Analysis

2007 – 2011

- *Thesis*: "Segregationist or Culturally Relevant? Examining Neighborhood Redevelopment in MacArthur Park"
- *Study Abroad*: One of four students nominated for honors program at University of Cape Town, South Africa

ADDITIONAL

- *Licensures*: PMP, LEED AP BD+C; California Real Estate Broker (Lic. 02073732)
- *Membership*: UCLA Real Estate Alumni Group Executive Board; Urban Land Institute; American Planning Assoc.
- *Skills*: Advanced ArcGIS, Advanced Excel and PowerPoint, Project Management, Lean, MS Office