

Alex Deljoo

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PROFESSIONAL EXPERIENCE

Noveen Holdings

Louisville, KY

Associate

August '24 – Present

Summer Analyst

May – August '18

- Immersed in comprehensive shadowing experiences with prominent real estate brokers, developers, and commercial bankers, gaining insights into multifaceted aspects of the industry: sales, marketing, financing, and operational strategies
- Traveled to 2 healthcare facilities to observe meetings discussing construction development
- Conjoined efforts on 6 real estate portfolio transactions including due diligence and leasing
- Witnessed and participated in the acquisition of the company by a Fortune 500 firm, gaining first-hand exposure to the intricacies of corporate transactions and enhancing industry perspective

Regions Bank

Atlanta, GA

Financial Analyst II, Regions Affordable Housing – Underwriting

July '23 – August '24

- Led underwriting and financial modeling efforts for 100 real estate developments encompassing 10,270 multifamily units, with a combined construction value of \$3.42 billion+ and tax credit equity of \$1.80 billion+
- Collaborated closely with acquisition officers to analyze and underwrite investment opportunities in multi-family affordable housing developments, leveraging financial instruments such as Low-Income Housing Tax Credits (LIHTC), State Low-Income Housing Credits (SLIHC), Solar Tax Credits, Historic Tax Credits, 48E Tax Credits, and 45L Tax Credits
- Evaluated intricate financial models and conducted comprehensive sensitivity analyses, influencing key decisions on origination and disposition strategies for new construction and acquisition/rehab transactions nationwide
- Expertly produced and presented investment summaries to facilitate informed decisions by stakeholders and investors, highlighting the potential of each opportunity and mitigating risks through thorough analysis and reporting

Analyst, Regions Affordable Housing – Coverage

June '21 – July '23

- Orchestrated and managed multifaceted projects, including a comprehensive reskinning of the guarantor analysis, meticulous preparation of materials for quarterly Risk Committee meetings, strategic remodeling of the in-house technology database, redesigning of the investor pitchbook, and the implementation of enhanced reporting mechanisms
- Coordinated and prepared materials for highly consequential client review meetings, involving 50+ associates and upper management, with a specific emphasis on the dynamic affordable housing portfolio and its clients
- Constructed various initiatives encompassing marketing press releases/advertisements from scratch, rigorous reporting processes, accurate pipeline updates, and strategic recruiting efforts, effectively driving the company's growth and market presence

Intern, Regions Affordable Housing – Underwriting

June – July '20

- Contributed a range of projects, encompassing strategic planning, market analysis, guarantor assessments, and operating expense analyses, seamlessly integrated within the company's underwriting protocols
- Engaged in dynamic learning experience under the guidance of seasoned industry professionals, gaining insights into intricacies of tax credits within the commercial real estate landscape
- Partnered with upper management to understand the effects of the Covid-19 pandemic on portfolios and learn about the adjustments to future lending practices

UBS

Louisville, KY

Intern, Equity Investments Analyst

May '20

- Reviewed equity reports and read 8 books that varied from personal growth, market analysis, investment strategies, and company analysis
- Maintained initiative-taking interaction with the team daily to discuss markets and client's needs
- Applied analytical acumen to scrutinize companies' financial statements, discerning the sustainability of their business models and actively contributing to a range of projects that leveraged this insight to drive strategic decision-making

CBRE

Intern, Capital Markets Analyst – Healthcare

Atlanta, GA

June – August '19

- Accomplished valuation analyses and investment research on potential real estate transactions for review by senior management
- Communicated with investment professionals in investment research, transactions, and financial underwriting
- Aided in debt/structured finance and market research for offering memorandums of clients' portfolios

EDUCATION

Auburn University | Raymond J. Harbert College of Business

Auburn, AL

Bachelor of Science in Business Administration, Finance

May '21

- **GPA:** 3.72/4.00; **Honors:** Dean's List (5/8); Graduated Magna cum Laude

Office of Professional and Career Development | *Student Associate*

- Provided comprehensive instruction students on utilization of software resources including career data management system, resume reviews, and appointment requests
- Helped create warm, inviting environment for employer recruiters, students, and other visitors
- Problem solved with recruiters from 60+ companies for school Career Fair, using meeting spaces and facilitating student information sessions and interviews

Auburn Student Investment Fund | *Director, Real Estate*

- Teamed with sector members to craft research reports and comprehensive valuation models
- Strengthened proficiency in business writing through the meticulous analysis and evaluation of both quantitative and qualitative facets of companies, enriching the capacity to convey complex concepts and insights with precision and clarity
- Performed bottom-up equity research to construct and present stock pitches to the entire fund
- Conducted rigorous bottom-up equity research, constructing and presenting compelling stock pitches to the entire fund, displaying analytical acumen and effective communication

Financial Management Association | *Vice President, External Engagement*

- Selected as a member of Auburn University's prestigious finance program, an exclusive opportunity offering tailored professional development and mentorship
- Embarked in a comprehensive, firsthand training initiative concentrating on corporate valuation, Excel modeling, and honing essential professional proficiencies
- Participated in case studies, informational sessions, and dynamic corporate networking functions, fostering connections with experts in the realm of financial services

ADDITIONAL INFORMATION

Citizenships: United States of America and Iran

Licenses & Skills: Bloomberg Market Concepts, Wall Street Prep, Microsoft Office (Excel, PowerPoint, Word), Power BI, and Low-Income Housing Tax Credits (LIHTC)

Interests: Horse racing, Iranian culture, international service trips, long-distance running, collecting Kentucky Bourbon Whiskey, Western U.S. skiing, and Hamilton Musical