

DAVID J. PIO

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EDUCATION

THE UNIVERSITY OF CHICAGO, GRADUATE SCHOOL OF BUSINESS

Master of Business Administration

Chicago, Illinois

June 2008

Concentrations in Finance, Strategic Management, and Entrepreneurship

Founder and Co-Chair, Net Impact Part-Time Chapter (*Non-profit focused on social and environmental responsibility*)

Co-Chair, GSB Real Estate Professionals Group

Member of the winning team in the Kellogg-Chicago GSB real estate competition for the Chicago 2016 Olympic Village

Dean's Honor List, multiple quarters. Member of the winning team for the Spring 2008 Building the New Venture project

THE UNIVERSITY OF ILLINOIS

Bachelor of Landscape Architecture

Urbana, Illinois

2001

Dean's Honor List, multiple quarters. Two-time Sasaki Award Winner for best design project.

EXPERIENCE

MASCO CORPORATION – *International consumer building products conglomerate*

Consultant

Taylor, Michigan

2007 - 2008

- Commissioned to write a market research white paper focused on future trends in sustainable real estate development.
- Analyzed industry and consumer trends and provided recommendations for strategic relationships and growth opportunities. Communicated findings to the Director of Marketing and Strategic Planning.

KB HOME – *National homebuilder and consumer products company*

Entitlements/Forward Planner

Schaumburg, Illinois

2004 – 2007

Operational Roles:

- Managed due diligence and pre-development process for up to ten projects with a combined project budget of \$100M.
- Secured entitlements for 800 units contributing an additional \$35M in NOI and increasing division growth 75%.
- Supervised three new community openings in 2006, representing a 300% increase since the division's inception.
- Led a team of consultants to design and implement new and proposed housing development communities.
- Appointed to lead a community team consisting of construction managers and sales personnel in the execution of a monthly business plan, holding the team accountable for customer satisfaction, quality and on-time delivery of homes.
- Directed the ten-member divisional leadership team, including the division president, in the coordination and implementation of all new project kickoffs.

Financial Roles:

- Completed financial analysis for numerous land acquisition targets and provided acquisition recommendations.
- Projected investment returns utilizing valuation model based on cash flow projections and gross margins.

Strategy Roles:

- Presented recommendations to senior management for a strategic land acquisition plan targeting opportunities in commuter rail-line municipalities. Strategy was adopted across 39 divisions and showcased as a best practice.
- Developed a growth strategy to increase revenues by \$230M within three years through strategic land acquisitions.
- Collaborated on the creation of new product lines utilizing market research data and market segmentation software.
- Negotiated and developed strategic relationships with municipal officials and local governmental authorities.

DELWEST – *Multi-family real estate developer*

Land Development Coordinator

Denver, Colorado

2002 - 2004

- Secured entitlements for 600 units increasing division growth 200% and increasing future revenues \$120M.

- Managed a team of consultants in the design and implementation of five new multi-family communities.

- Worked cross-functionally to develop a tracking system to manage each department through all phases of a project.

DAVID JENSEN ASSOCIATES – *Community design and urban planning firm*

Community Designer and Planner

Denver, Colorado

2001 - 2002

- Collaborated on the design of the first "green" community in Colorado.

- Utilized skills in community design, drafting, planning and rendering to create master-planned communities.

ADDITIONAL

- Participated in the design of an archaeological park in Gujarat, India that was selected to receive World Heritage Status.
- Member of the Urban Land Institute. Trained in ARGUS, corporate valuations and financial modeling.
- Recent travel to Thailand, Indonesia, Laos and Hong Kong. Interests: rock climbing, snowboarding, hiking, surfing.