

# Rob London

Boulder, CO 80304

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## SUMMARY OF QUALIFICATIONS

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- Published case writer with expert communication and research skills
- Proficient user of MS Powerpoint and Prezi to give presentations
- Expert user of MS Excel to create financial models
- Adept collaborator with ability to take on numerous roles under tight deadlines
- Strong entrepreneurial drive with experience as a small business owner and project manager

## EDUCATION

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### University of Colorado – Leeds School of Business

MBA with emphasis in Sustainable Real Estate Development

**Boulder, CO**

*Graduation: May, 2014*

- **Relevant Courses:** Real Estate Finance, Economics, Law, Sustainable Real Estate, Negotiations

### University of Connecticut

BA in Anthropology and Psychology

**Storrs, CT**

*Graduation: May 2006*

- **Study Abroad:** University of Canterbury, New Zealand

*Spring 2004*

## PROFESSIONAL EXPERIENCE

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### McStain Neighborhoods

*Project Manager*

**Westminster, CO**

*May 2013 – Present*

- Conducted market research, sensitivity analyses, and analyzed risk and sources and uses of funds.
- Assembled findings into Investment Memorandums used to acquire \$7 million in equity and debt funding to purchase and build on land in Denver and Boulder Counties.
- Headed “McSustainability” marketing campaign designed to promote the company’s sustainability efforts.

### Net Impact Case Competition (NICC)

*Case Writer*

**Boulder, CO**

*September 2012 – February 2013*

*NICC is the primary case competition that addresses sustainability challenges in the context of business.*

- Worked closely with Newmont Mining management to explore the sustainability issues that challenge the mining industry.
- Co-authored the primary reference materials used by sixty international MBA teams to craft creative yet realistic business solutions for sustainability issues in the context of gold mining.
- Investigated mechanisms to quantify the net present value of various “intangible” sustainability investments, such as malaria prevention and water conservation in developing countries.

### The International Association of Certified Homes Inspectors (InterNACHI)

*Technical Writer and Researcher*

**Boulder, CO**

*March 2009 – March 2012*

*InterNACHI is a trade association responsible for the education and certification of building inspectors worldwide.*

- Authored hundreds of educational articles, many of which have been translated into foreign languages, scripted and filmed for training videos, and published in journals.
- Managed digital content, including article database, forums, blog, and educational resources.
- Created the script, teleprompted, and helped direct an educational video about Chinese drywall responsible for the largest spike in viewership for NACHI.TV in the site’s history.
- Hired, trained, and supervised other writers.

### London Arts

*Owner and Operator*

**Redding, CT**

*July 2006 – January 2008*

- Established an online business through the sale of semi-precious stones imported from Brazil.
- Managed product advertising, billing, shipping, and inventory.

## ADDITIONAL SKILLS AND EXPERIENCE

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- Trail maintenance volunteer at Boulder County Parks and Open Space.
- Completed graduate coursework in Geographic Information Systems (GIS).
- Performed a credited role (*Stepmom*, 1998) and appeared regularly in *Law and Order*, *Sopranos*, and various television programs, commercials, and films. Member of the Screen Actors Guild since 1997.
- Tutored basic English to recent immigrants, Certified Teacher of English as a Second Language.
- Conducted interviews and wrote articles for the American Red Cross.