MARTON AVILA TEZELLI

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SUMMARY

Schulich MBA Alum with 10+ years of experience in Real Estate as a developer and investor looking for a CRE Analyst Role. Argus Enterprise Certified. Specialized in Real Estate Finance and Modelling. Entrepreneur with experience implementing joint ventures and partnerships. Canadian Securities Course (CSC) certified. Working towards the CFA (Level 1). Professional Scrum Master I (PSM).

EDUCATION

Schulich School of Business, York University — *Toronto, ON*
Master of Business Administration – Specialization in Real Estate & Infrastructure — *April/2022*

- Academics: 3.6 GPA (3.9 across Real Estate courses) | GMAT Score: 690 – 85% | Scholarship – International Student Award
- Leadership: in charge of client acquisition for Schulich's Strategy Field Study (Consulting Capstone Project)
- Capstone Project: Strategic Planning and Implementation Roadmap for the Digital Transformation of a top-tier Canadian real estate investment management advisor and real estate services provider (Grade: A+).

UniCesumar — *Campo Mourão, Brazil*
Bachelor of Arts: Economics (Associate Degree – Financial Management) — *June/2020*

CERTIFICATIONS

Canadian Securities Course – Canadian Securities Institute — *May/2023*
Investment Funds in Canada – Canadian Securities Institute — *April/2023*
ARGUS Enterprise Certification - Argus Software Solution — *June/2022*
Commercial Real Estate Finance - Corporate Finance Institute — *June/2022*

RELEVANT WORK EXPERIENCE

CM IMOVEIS (Real Estate Development and Investments) — *Campo Mourao, Brazil*
Investment and Development Advisor — *May/2022 – Present*

- Member of the organization's investment and property acquisition committee.
- Financial modelling, feasibility, land acquisition and fundraising advisor.
- Liaison between owners, attorneys, accountants, and real estate brokers.
- Approved and participated in three land acquisitions between March 2022 and March 2023, resulting in a land bank of 301,035 square meters inside city limits to be assembled and developed in the next three years.

TZL ADMINISTRADORA DE IMOVEIS (Real Estate Development and Investments) — *Campo Mourao, Brazil*
Founder & Executive Director — *January/2010 – January/2021*

- Financial Manager in charge of fundraising (debt and equity), feasibility analysis, and waterfall structures.
- Conducted market screening, land acquisition, due diligence, financial modelling, and joint venture management efforts.
- Co-acquired 08 properties, resulting in 03 dev. projects to be finished in the next 2 years and a remaining land bank with 75,800 m².
- Negotiated with stakeholders to remove liens from distressed assets and unlock properties' long-term value.
- Performed the financial feasibility analysis for each land acquisition and property development (HBU).
- Identified business partners and formatted *tailor-made* business structures and joint ventures for each project.
- Sought and received approval to build/develop 416 apartments, 399 houses, and 386 contiguous lots with different partners.

Project: Santa Casa – Land Development (Expected Conclusion: November/2024)
Led the opportunistic acquisition of a rural property with 103,250 m² close to the city limits. Executed due diligence, financial modelling and feasibility analysis, and debt renegotiation for the acquisition. Planned, applied and secured the property rezoning for urban development purposes after a comprehensive Highest-and-Best-Use analysis. Paid the existing debt and negotiated a joint venture with a third-party developer (GP) to deliver approximately 62,000 m² of residential lots. **Expected IRR: 19.6%**

Project: Residential Park – Apartment Buildings (Expected Conclusion: December/2024)
Led the acquisition of a property with 66,400 m² in a Court Auction as a family and friends investment. Coordinated different investors to secure funding and developed *tailor-made* exit strategies for each of them, including cash payments and a pre-established plan to subdivide the property. Performed due diligence, including a comprehensive title analysis to map and quantify the property's encumbrances. Prospected and negotiated a joint venture with Pride Construtora (Developer – GP) to build 416 units in the remaining area. **Expected IRR: 17.6%**

Project: Porto Feliz – Land Development (Expected Conclusion: December/2023)
Coordinated a joint venture to acquire a rural property with 270,000 m². Performed market screening, due diligence, financial modelling, fundraising, and negotiations. Sought and received approval to rezone it for urban development (residential and commercial lots, detached houses). Prospected a second joint venture with PRM Construtora (Developer – GP), resulting in more than 140,000 m² of residential and commercial lots to be sold. **Expected IRR: 38.4%**

ADDITIONAL INFORMATION & INTERESTS

- **Languages**: fluent in English and Portuguese; intermediate-level Spanish.
- **Volunteer Work**: president for seven years of a non-profit foundation (local, non-commercial TV broadcaster).