

SCOTT X. GUO

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EXPERIENCE

Exeter Property Group, LLC

Conshohocken, PA

Regional Acquisitions & Leasing Officer

June 2016 - Present

- Support coverage of the firm's largest market with a portfolio of 22+mm SF of industrial and office space
- Develop and maintain relationships with sellers, brokers, and municipalities to source, negotiate, and close on development, acquisitions, and lease transactions
- Manage underwriting and due diligence processes by coordinating with cross-functional teams

Selected transaction experience:

- Sourced off-market 1.2+mm SF development opportunity in central Pennsylvania along the I-81 corridor (Confidential – transaction is ongoing)
- Leasing strategy lead of a 138k SF \$25mm Class A office redevelopment in Bridgewater, New Jersey
- Lead acquisitions officer in sale-lease back of 101k SF distribution warehouse in Canton, Massachusetts
- Effectuated six leases totaling 507k SF and oversaw the construction of \$2.3mm of Tenant Improvements
- Supported the site control of two development sites totaling 750k SF between Exits 7 and 8 of the NJTP
- Supported the acquisition of 100 First Avenue in Gouldsboro, Pennsylvania, a 550k SF distribution center repositioning opportunity

Northwestern Mutual Real Estate

Milwaukee, WI

MBA Summer Investment Associate

Summer 2015

- Assisted real estate equity and debt production teams in evaluating equity and debt placement opportunities
- Created and presented investment memorandum and valuation models for the placement of a senior mortgage on a \$600mm warehouse portfolio located in the Miami Airport-West submarket

Concord Square Planning and Development, Inc.

Boston, MA

Pre-MBA Summer Development Associate

Summer 2014

- Supported the feasibility study of a \$20mm 62-unit mixed-use transit-oriented development opportunity

United States Army

Worldwide Assignments

Captain

September 2008 – May 2014

- Led two infantry platoons through 20 months of combat, training, and joint multinational missions
- Conducted 93 combat patrols in Diyala Province, Iraq, navigating complex human & physical terrain
- Advised the Malaysian Royal Ranger Regiment on antiterrorism and counterinsurgency operations
- Awarded the Bronze Star for meritorious combat leadership during 12-month Iraq deployment

EDUCATION

Johnson Graduate School of Management, Cornell University

Ithaca, NY

Master of Business Administration, Concentration in Finance and Real Estate (GPA 3.8)

May 2017

Baker Program in Real Estate, Cornell University

Master of Professional Studies in Real Estate, Concentration in Finance and Investments (GPA 4.0)

Boston University

Boston, MA

Bachelor of Arts in International Relations and History (Double Major)

May 2008

SKILLS

- Fluent in Mandarin Chinese
- Argus Enterprise and Microsoft Office Suite advanced user