

JONATHAN WEISS

▪ JONNY.S.WEISS@GMAIL.COM ▪

PROFESSIONAL EXPERIENCE

ASSET MANAGER | REDSKY CAPITAL, LLC

November 2016 – November 2019 | Brooklyn, NY

- Lead asset manager on a ~1mm SF private real estate portfolio valued at ~\$750mm, responsible for business plan execution, lease up and operations oversight
- Repurposed 35,000 SF in Park Slope, Brooklyn, including the renovation of 7 commercial spaces and 18 apartments increasing revenue by 55%
- Facilitated pre-development underwriting, budgeting and diligence of 1.3mm buildable SF projects in Greenpoint and Downtown Brooklyn
- Initiated redevelopment of one of Williamsburg's most iconic loft buildings by successfully vacating 30+ loft law (IMD) tenants, spearheading the Loft Board legalization/narrative statement process and fully coordinating the pre-development phase including entitlements, bidding/awarding of architects, design consultants, engineers, legal consultants and construction contractors, setting the stage for a class A adaptive reuse office conversion
- Supervised lender compliance on \$550mm of debt by producing business plan memoranda, construction and cash flow budgets, debt/equity draw schedules and leasing updates
- Effectively secured long-term ICAP tax abatements portfolio wide, increasing net operating income by 25%
- Procured and negotiated leases with Vans "off the wall", Morimoto "Momosan", Uniqlo, Sephora, Corcoran, Warby Parker, Dig Inn, Toms Shoes, Everlane, Go Health and Dunkin Donuts, increasing gross rental income by over \$5mm
- Repositioned and prepared for sale a 30,000 SF 21-unit residential loft building in Bushwick, Brooklyn
- Lead deal team member on \$23mm of successful dispositions
- Worked cohesively with investments team to prepare investor and board presentations, portfolio metrics, forecasted capital call schedules, annual appraisals and marketing materials

ASSET MANAGEMENT ANALYST | REDSKY CAPITAL, LLC

October 2015 – November 2016 | Brooklyn, NY

- Procured, negotiated and signed short-term / pop-up leases with Uniqlo, TBS and Tom's Shoes, generating income on existing retail vacancies which eventually led to long term lease signings increasing revenue by over \$600k
- Managed loan compliance and executed business plans in accordance with \$175mm Williamsburg retail portfolio loan
- Supported the investment and asset management teams in budgeting, variance analysis, underwriting, acquisitions, refinances and dispositions
- Oversaw the Brooklyn property management and project management teams through the development/renovation process to ensure assets remained on track throughout the entire investment lifecycle
- Performed retail and office landscape research for submarkets in Brooklyn and South Florida to maximize business plan strategies and leasing efforts

RESEARCH ASSOCIATE | WEILL CORNELL MEDICAL COLLEGE

March 2014 – September 2015 | New York, NY

- Co-authored a manuscript accepted for publication by the Journal of Cardiothoracic surgery "Transapical Transcatheter Aortic Valve Replacement in Patients with or without Prior Coronary Artery Bypass Graft Operation." (2016) Journal of Cardiothoracic Surgery. JCTS-D-16-00040R1
- Restructured the entire Cornell cardiothoracic surgery research database to streamline the data analysis process
- Managed and facilitated clinical trials on minimally invasive transcatheter heart valve surgery on inoperable patients
- Spearheaded new research that used wearable technology to monitor and record patient progress post-aortic valve replacement surgery

EDUCATION

NEW YORK UNIVERSITY, NEW YORK, NY

Master of Real Estate, Finance and Investment, September 2020

TULANE UNIVERSITY, New Orleans, LA

Bachelor of Arts, Psychology, August 2009

- Division I Baseball Team - Tulane University (ranked division 1 top 25 program)
- Conference USA Commissioner's Honor Roll, Voted 1st team All- Conference USA, Member of the Tulane 3.0 Club for scholar-athletes

LICENSES, LEADERSHIP & INTERESTS

- New York State Real Estate Salesperson Licensee, Microsoft Excel/Powerpoint, Argus Software Certification (in-process)
- Guggenheim Museum Young Collectors Council, Century Country Club Greens Committee, Pencils of Promise volunteer
- Golf, Skiing, Fitness, Fishing, Travel, Theater