

SARAH Y ZOU

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PROFESSIONAL EXPERIENCE

Culdesac

VP of Business Development

Atlanta, GA, USA

August 2020 – Present

- First full-time hire driving the strategy, development, and partnerships for the firm's next car-free neighborhood developments, including pipeline management, site selection, investor sentiment, brand adherence, and company growth strategy.
- Leading 9-person real estate team in the acquisition, community engagement, entitlements, design, financial feasibility, and construction of 20+ acre, urban infill sites throughout 3+ major markets in the United States.
- Project managing the development of Murphy Crossing by Culdesac: a 800 residential unit, 300,000 retail / office / light industrial SF, mixed-use, BeltLine adjacent, RFP project in SW Atlanta.

City of Atlanta – Mayor Keisha Lance Bottoms's Office

Bloomberg Harvard City Leadership Initiative Fellow

Atlanta, GA, USA

June 2019 – Aug 2019

- Worked directly with Atlanta's first Chief Housing Officer to create an interactive data visualization dashboard that tracks the city's progress of the Mayor's affordable housing goals. The Power BI dashboard is publicly featured on the city's website.
- Managed stakeholder relationships between the city's five housing agencies, the Mayor's office, and various regional, economic development, and transportation agencies to coordinate on the City's affordable housing plans.

EY (Ernst & Young)

Transaction Real Estate Senior Associate

San Francisco, CA, USA

Sept 2015 – Dec 2018

- Provided real estate and development advisory services, which included corporate real estate strategy consulting, financial analyses, cash flow modeling, feasibility analysis, analytical model reviews, and market due diligence.
- Performed valuations of commercial real estate (retail, office, industrial, multi-family, and infrastructure).
- Worked with and managed members of the San Francisco, Houston, Atlanta, New York, Germany, and India offices, across service lines including Infrastructure Advisory, Capital Equipment, and Business Valuation.

Morgan Stanley Real Estate Investing

Real Estate Asset Management Intern

San Francisco, CA, USA

June 2014 – Dec 2014

- Analyzed quarterly cash flows, lease agreements, and third-party appraisals of 65-70 office and industrial assets.
- Researched green tenant engagement practices for the annual GRESB (Global Real Estate Sustainability Benchmark) survey.

EDUCATION

Harvard University

Masters in Urban Planning – Transportation and Infrastructure

Graduate School of Design

Cambridge, MA, USA

Class of 2020

University of California – Berkeley

BS, Business Administration

BS, Environmental Economics and Policy (with distinction)

Haas School of Business

College of Natural Resources

Berkeley, CA, USA

Class of 2015

Class of 2015

RESEARCH EXPERIENCE

Harvard University – Urban Planning and Design Department

Research Assistant

Cambridge, MA, USA

Oct 2019 – August 2020

- Researched precedence on new town and regional development via economic development policy and transportation investment for the Australian Housing and Urban Research Institute (AHURI) with Dr. Ann Forsyth.
- Edited, finalized, and distributed report on Sub-Saharan Africa's transportation innovations and researched transit advocacy precedence for ACT-LA as part of Transforming Urban Transport – The Role of Political Leadership (TUT-POL).

The World Bank Group

Short Term Consultant – Social Protection & Labor

Washington, DC, USA

July 2015 – Sept 2015

- Investigated skills mismatch, diaspora return, and labor shortage challenges facing the Ukraine, Turkey, and Tajikistan.

LEADERSHIP ROLES

Harvard Urban Planning Organization (HUPO) – Graduate School of Design

Elected Treasurer (May 2019 – May 2020)

Cambridge, MA, USA

Sept 2018 – May 2020

Student Affairs Committee – Graduate School of Design

Elected Masters in Urban Planning Representative (Sept 2018 – May 2020)

Cambridge, MA, USA

Sept 2018 – May 2020

SKILLS, CERTIFICATIONS, AND INTERESTS

Computer Software Skills:

- Design: Illustrator, InDesign, Rhino, PowerPoint
- Analysis: ArcMap GIS, Power BI, Excel

Language Skills:

- Conversational in Chinese (Mandarin)

Certifications and Accreditations:

- LEED Green Associate

Hobbies:

- Aerial arts (silks, lyra/hoop, and trapeze), heated yoga