

Jacob Vallo (MPS/RE '99) obtained his BS in Building Construction from Texas A&M University in 1997. As an undergraduate, Jacob gained specific real estate analysis experience as an intern for Ernst & Young Kenneth Leventhal and also founded and operated a profitable student housing listing website.

He came to the Program in Real Estate following graduation and concentrated in Finance. His summer internship was at AEW Capital Management in Boston where he worked as an associate in their Real Estate Securities Group.

Jacob secured a job as Assistant Project Manager (Development) with Hines Interests, LP following his time at Cornell. After three years he was promoted to Project Manager for developments and Acquisitions Manager for office acquisitions. In Acquisition, he was responsible for sourcing, formulating investment strategy, underwriting, coordinating due diligence, gaining investment committee approval, financing and closing office building acquisitions for the firm's various investment funds and joint venture partners. He also maintained relationships with investors and investment sales teams. On the Development side, Jacob was responsible for sourcing, underwriting and financing new office and residential development opportunities in the Southeastern United States.

Jacob left his position at Hines to join Jamestown in 2007. At Jamestown he served as the Vice President of Acquisitions for the German fund operator's Opportunity Fund. Jamestown is the largest German based real estate fund operator. Jacob was also responsible for working on additional fund initiatives by the firm including timber, infrastructure and renewable energy.

In early 2008, Jacob was asked to become a partner with a successful entrepreneur and investor, Mercer Reynolds, to build an investment and development firm to capitalize on work-outs, special situations and turnarounds in the real estate sector. Jacob serves as the Chief Investment Officer of the Reynolds Group and its master planned community and resort projects and Managing Director for the firm's Capital Markets Group which manages a \$175M investment fund. Jacob is one of four members of the firm's executive committee.

1997

BS in Building Construction

Texas A&M

**Internships: Halliburton, Houston, TX
Ernst & Young Kenneth Leventhal, Houston, TX**

1997 – 1999

Cornell's Program in Real Estate

Internship: Associate, Real Estate Securities group

AEW Capital Management

Boston, MA

1999 – 2007

Project Manager, Development &

Acquisitions Manager, Office Acquisitions

Hines Interests, LP

Atlanta, GA

2007 – 2008

Vice President - Acquisitions

Jamestown

Atlanta, GA

2008 – Present

Managing Director and Chief Investment Officer

The Reynolds Group

Atlanta, GA