

# Brett Kalpakjian

brett.kalpakjian@gmail.com  
1-208-860-5167  
linkedin.com/in/brett-kalpakjian

---

## PROFESSIONAL SUMMARY

Creative and action-oriented professional with a strong foundation in real estate modeling and data analysis. Proven ability to build and analyze complex cash flow models, conduct in-depth market research, and lead cross-functional teams. Passionate about attainable housing for all, walkable cities, and building local communities.

---

## EDUCATION

### UNIVERSITY OF COLORADO BOULDER, LEEDS SCHOOL OF BUSINESS

Boulder, CO

Master of Business Administration

Aug 2023 - May 2025

- Bruce Etkin Graduate Fellow Scholarship - Urban Land Institute
- High Growth Venture Fellow - Deming Center for Entrepreneurship
- VP of Partnerships - Barney Ford Diversity Equity and Inclusion Scholarship

### GEORGIA INSTITUTE OF TECHNOLOGY

Atlanta, GA

B.S. Industrial Engineering

Aug 2015 - May 2019

- Awards: Dean's List Highest Honors, GPA 3.72
- 

## PROFESSIONAL EXPERIENCE

### ARCHWAY COMMUNITIES - AFFORDABLE HOUSING

Denver, CO

Asset Management Analyst

Sept 2023 - Present

- Optimizing the performance and sustainability of the real estate portfolio through establishing and tracking key performance metrics across portfolio, developing both short-term and long-term capital management plans, analyzing the physical conditions of each stabilized property, and identifying fundraising opportunities.
- Maintaining portfolio cash flow forecast and fund waterfall to determine valuations of each property.
- Spearheaded recapitalization of an asset for capital improvements and created scalable valuation model.
- Created two dashboards with 15 metrics to grade property performance and highlight focus areas.
- Led research project to reduce operating expenses and identified \$1,250 per unit improvement opportunity. Collaborating with development team to incorporate the findings into future underwriting assumptions.
- Analyzed rent data across portfolio to define modeling strategy. Enhanced budget accuracy by 5%. Ensuring CHFA max rents are being charged with property managers and data is recorded correctly.

Acquisitions and Data Analysis Intern

- Developed acquisition model for early stage opportunities and analyzed 20 properties within 3 months.
- Conducted market analysis on affordable housing demand trends to evaluate new investment territories.
- Completed research report on previous affordable housing projects to determine LIHTC award patterns.
- Underwrote solar installation projects at 2 properties. Worked with contractors to determine feasibility.

### MICRON TECHNOLOGY

Boise, ID

Sales Operations Analyst

July 2019 - July 2023

- Consistently achieved \$3+ billion quarterly revenue target. delivered final quarter end revenue estimate to 99.25% accuracy. exceeded target revenue by over \$30 million during first 3 quarters in the position.
- Generated reports for negotiations on \$50+ million deals. Developed weekly revenue forecast review.
- Built Tableau dashboards to forecast revenue, shipments, and linearity for sales executive leadership.

Business Analyst

- Directed initiative to measure project adherence to business rules and devised metrics for schedule tracking. Increased metric conformity by 30% within 3 months of launch. Furthered data reporting by 73%.
- 

## SKILLS

- Financial modeling, Excel (advanced skillset), Pro-forma development, Cross-functional collaboration.
- Certifications: ARGUS, Discounted Cash Flow and M&A WSP, Six Sigma Green Belt.