

WILLIAM J. SIGAL

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POSITION SOUGHT

Analyst role on an asset management, development, or acquisitions team with a Los Angeles-based commercial real estate firm, where I can apply my financial modeling and underwriting capabilities.

PROFESSIONAL EXPERIENCE

NewMark Merrill Companies – Multiple Positions

Operations Manager | January 2025 - Present

- Manage daily operations of a four-center portfolio: Midway Square (55,332 sf), Bricktown Square (291,899 sf), Stony Island Plaza (159,785 sf), and Pulaski Promenade (122,710 sf).
- Direct all vendor activity across the portfolio – scoping projects, vetting bids, negotiating contracts, supervising on-site work.
- Plan and deliver \$750,000 capital projects on schedule and under budget.
- Serve as primary tenant liaison, enforce lease terms, nurture tenant relationships, and orchestrate a delinquent rental recovery program that has recovered \$80,000 of long-delinquent rent.

Data Analytics Consultant | June 2024 – Present

- Lead a team of consultants building analytics solutions for Asset Management and Acquisitions.
- Created NLP pipelines to summarize 1,000,000 tenant reviews for 1,500 tenants, automating the feedback analysis process.
- Built PyTorch model comparing 1,000 retail centers by market and building characteristics to streamline the site selection process.
- Automated evaluation of 50 annual retail events, delivering real-time dashboards that guide marketing expenditure decisions.

Intern - Management | April 2014 - June 2016

- Supported re-leasing of Crenshaw Imperial Plaza (230,000 sf), spearheaded financial model management for collective assets of \$1,000,000,000 in assets to optimize leasing and capital expenditure decisions.

Thomas Safran and Associates - Development Intern

Brentwood, California | June 2024 - September 2024

- Created ML models to optimize unit mix and championed the adoption of new portfolio-management software, improving data visibility across the portfolio.
- Built a dynamic Excel lease-up tracker that automatically updates each applicant's status, eliminating daily manual edits and giving the team real-time visibility.

United Way of Greater Los Angeles - Housing Fellow

Los Angeles, California | June 2022 – June 2023

- Designed a monetization strategy projected to add \$360,000 in revenue over three years to a concessionary lending program.
- Managed due diligence for a 1,000+ unit pipeline, cutting per-unit cost 66% below benchmark.
- Built portfolio-level DCF models for \$120,000,000 investments, informing funding of 10 properties.

California State Senate - Policy Intern, Majority Leader Robert Hertzberg's Office

Los Angeles, California | May 2021 - September 2021

- Led research team that crafted best-practice ERAP guidelines, accelerating delivery of \$4,000,000,000 in federal rental aid.

EDUCATION

University of Chicago - Harris School of Public Policy

Master of Public Policy, Concentrations: Data Analytics & Finance | Sep 2023 – June 2025

University of Southern California

B.A. Political Science & Political Economy, Magna Cum Laude | Aug 2019 - Jun 2023

SKILLS & CERTIFICATIONS

Excel (REFM Level 3, Distinction) | Python (PyTorch, TensorFlow, Scikit Learn, PyMC, pandas, NumPy) | SQL | Financial Modeling & DCF | Altair and Tableau | GIS

RECOGNITIONS & ACTIVITIES

- Recognized as one of the top five performers out of 180 students in the Booth School of Business Real Estate Investment Sequence.
- Selected as one of four groups in the University of Chicago Harris Data Analytics track to showcase a policy-relevant project, "From Tweets to the Streets: Analyzing the Real-World Impact of President Bukele's Policies on Violence in El Salvador," a time-series causal impact model.
- Finalist in the University of Chicago Institute of Politics competition for designing policy solutions to the affordable housing crisis.