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## Alumni Highlight: Jiwon Park (Baker/MBA '18), Samsung

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## Alumni Highlight: Jiwon Park (Baker/MBA '18), Samsung

### **Abstract**

Jiwon Park is a member of the real estate investment team in the asset management department of Samsung Fire & Marine Insurance. A 2018 graduate of Cornell's Baker Program in Real Estate and the Johnson School of Management, Jiwon served as a Research Associate at Hodes Weill & Associates in New York as well as at an asset management firm in Los Angeles while at Cornell. Prior to Cornell, she worked at JLL Korea. Jiwon is a graduate of the University of Southern California with a double major in accounting and real estate finance.

### **Keywords**

Jiwin Park, Samsung, Globalism, Real estate careers, Ravikanth Pamidimukkala, Redsky Capital, Investment, portfolio

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### WHAT DID YOU DO PRIOR TO COMING TO CORNELL?

Prior to coming to Ithaca, I provided tenant representation services for multinational firms at Jones Lang LaSalle in South Korea for over five years. The experience was enjoyable. It provided me with understanding of the corporate landscape and the hierarchy of the country's real estate industry leaders. My role allowed me to interact with these individuals and increased my interests in investments. I enrolled in Cornell to pursue these interests.

### WHAT WAS YOUR EXPERIENCE IN THE BAKER PROGRAM?

The Baker Program does a great job preparing students for real estate careers. It is designed well so that students gain exposure to all aspects of real estate. This is especially true for the program's first year core classes. I had internships in both development and capital raising. Those experiences refined my career path. The program's focus on real estate prepares students to join a company at the management level by building hard skills such as financial modeling, and it provides knowledge of capital flows and deal structuring across asset classes. Students also enter jobs with the ability of established analysts equipped to advance in management. This is where the importance of soft skills—in presentation and communication—come into play. Cornell offered numerous classes focusing on such skills and prepared me to engage decisionmakers.

### WHAT IS YOUR CURRENT ROLE AT SAMSUNG?

I work on the real estate investment team in the asset management department at Samsung Fire & Marine Insurance. My role is to identify profitable real estate asset investment opportunities both domestically and overseas. We have been active in the domestic real estate investment market for a long time. Recently we started to expand the company's global presence prioritizing gateway cities in the United States and Europe.

### THIS COMING JANUARY, BAKER STUDENTS WILL TRAVEL TO SINGAPORE. FROM YOUR PERSPECTIVE, WHAT ARE SOME IMPORTANT THINGS TO REMEMBER WHILE ENGAGING IN INTERNATIONAL BUSINESS?

The Baker Program is internationally diverse. It is essential that students have a sense of globalism. As capital flows across continents, I am reminded how essential it is for students to have a sense of globalism and to be cognizant of how business is influenced by values that sometimes differ from your own. Keeping up with the news is also important, as students should relate the technical aspects of real estate to actual events occurring across the globe. This way of thinking is will allow them to advance in their careers.