

**GARY GERBRANDT**  
[linkedin.com/in/garygerbrandt](https://www.linkedin.com/in/garygerbrandt)

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**EDUCATION**

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**University of California, Berkeley, College of Environmental Design** **May 2020**  
**Master of City Planning in Housing, Community, and Economic Development**

- GPA 4.00; Focus on housing market innovation and market-rate affordable housing production
- Worked on a four-student team to develop DoubleUp ADU-Backed Securities, selected as finalists for both March 2019 Harvard Real Estate Venture Competition and April 2019 Kellogg-Morgan Stanley Sustainable Investing Competition

**Harvard College, Cambridge, MA** **May 2014**  
**Bachelor of Arts *cum laude* in History, secondary field in Ethnicity, Migration, Rights**

- GPA 3.79. GRE: 167 V, 159 Q, 5.0 W. SAT: 740 V, 770 M, 750 W
  - Coursework in postwar American/European histories, sociology of race, urban issues, minority literature/art/film
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**EXPERIENCE**

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**Terner Center for Housing Innovation, Berkeley, CA** **2019-**  
**Graduate Student Researcher**

- Appointed to highly competitive research role after excelling in first year courses, with no prior background in housing
- Producing policy briefs on innovative private models to expand access to and preserve affordable homeownership, with range of topics—manufactured home cooperatives, shared-equity down payments, lease-purchases, group buying
- Co-developed framework for target company prioritization for forthcoming Chan Zuckerberg Initiative-backed, Terner Center-led accelerator for early-stage housing startups aiming to address the housing crisis

**Bain and Company, Toronto, ON** **2014-2018**  
**Associate Consultant (2014-2016), Senior Associate Consultant (2016-2017), Consultant (2017-2018)**

- Filled leadership role on due diligence team for 5 private equity investment deals on assets with total value over \$1B
- Travelled to and worked in Johannesburg, South Africa for 6 months as part of competitive internal transfer program
- Conducted intensive analysis for several clients across 10+ projects, including discrete choice models, map-driven expansion planning, integrated mine planning and NPV analysis, vendor procurement bid costing for >\$500M in contracts, predictive analytics on corporate headcount, and flexible multivariable financial scenario forecasting
- Developed and analyzed >10 market surveys, some with over 10,000 responses, to inform strategy for clients in finance, regulatory, telecom, biotech, and retail industries
- Contributed to CEO-level strategy initiatives, including a 40-step asset management customer journey, company-wide guiding principle development, \$50M equity investment in an early-stage startup, employee attrition capture, and multiple M&A planning exercises
- Led sub-teams of consultants and coached colleagues to build their skill sets
- Recognized by senior clients, Bain partners, and colleagues as a strong performer and source of positive energy on teams and key office activities, including employee connectedness, social impact, and diversity efforts
- Co-led Bain Gay and Lesbian Association for Diversity expansion in Toronto, with recruiting efforts leading to a tripling in members in 2 years and recognition at Bain's global LGBTQ summit as an example for offices around the world

**Microsoft, Redmond, WA** **2013**  
**Associate Product Manager Intern, Bing Social and Sponsorships**

- Planned and led 22 in-person product events for the Bing It On search comparison campaign, reaching almost 32,000 people, keeping costs 47% below goal
  - Led multiple event series with Microsoft's sponsorship partners, including the NFL's Seattle Seahawks
  - Developed strategy for sponsorship event execution and future partnership development for Bing, with estimated ROI and CPA, personally presented to Bing's Corporate VP
  - Represented Microsoft and Bing at 5 corporate events and conferences across America
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**ADDITIONAL**

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- Advanced analytics experience in Excel and Python; excellent writing, communication, and graphic design skills
- Working proficiency in French, with experience in Québec
- Supporter of food justice, queer rights, and progressive causes; enjoy modern cuisine, foreign film, and urban issues