

# Andrew E. Finkelstein

*Building Relationships. Advancing Ideas. Creating Impact.*

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Throughout my career, I have been drawn less to a particular industry and more to a particular challenge: helping people and organizations recognize opportunities, communicate their value, and create momentum around ideas that matter.

Over the past twenty years, that work has taken place across civil engineering, commercial real estate, capital markets, accounting, and professional services. While the subject matter has changed, my role has remained remarkably consistent: learn quickly, build trust, understand complexity, and help transform expertise into engagement, action, and growth.

One of my greatest professional interests is developing fluency in highly specialized fields. I am rarely the technical expert in the room, but I have spent much of my career working alongside engineers, attorneys, accountants, developers, researchers, physicians, public officials, and institutional leaders. My role has often been to bridge the gap between expertise and understanding, helping others recognize value, identify opportunities, and connect ideas that might otherwise remain disconnected.

What energizes me most is the process of discovering what is possible. I enjoy exploring how organizations can expand their reach, strengthen partnerships, elevate important work, and create greater impact. I am particularly drawn to environments where intellectual curiosity, creativity, mission, and long-term relationship development intersect.

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## WHERE I ADD VALUE

- Building authentic relationships across industries, disciplines, and organizational levels
- Developing trust and rapport with stakeholders, donors, executives, researchers, and community leaders
- Navigating complex organizations and multi-stakeholder environments with diplomacy and sound judgment
- Learning complex subject matter and becoming conversant in technical, financial, legal, and operational issues
- Translating expertise into compelling narratives, opportunities, and action
- Identifying creative approaches to growth, engagement, partnerships, and institutional advancement
- Connecting people, ideas, resources, and organizations that may not otherwise intersect
- Bringing energy, curiosity, creativity, and persistence to special initiatives and strategic projects
- Helping organizations think differently about visibility, engagement, positioning, and long-term impact
- Equally comfortable working with technical experts, executives, donors, public officials, and community leaders

## SELECTED BACKGROUND

- Bohler, Business Development Manager (2020–2026)
- JLL, Director, Capital Markets (2016–2020)
- KatzAbosch, Director of Business Development (2014–2016)
- University of Pennsylvania, B.A., 2004