

# Alex Barnes

Head of Growth and Real Estate @ Codi

New York City, NY, United States | [LinkedIn](#)

Experienced operator with roles spanning GTM, sales, commercial real estate and operations

## EXPERIENCE

### Head of Growth and Real Estate

Codi

Jun 2022 — Present

*New York, New York, United States*

- Started as Head of Real Estate leading supply side of Codi's managed marketplace. Transitioned to Head of Growth / Sales as company pivoted to SaaS and Service solution

### Head of Expansion

Fridge No More

May 2021 — Mar 2022

*New York, New York, United States*

- Led expansion growing Fridge No More's retail portfolio from 3 to 30 stores less than 1 year

### Consultant

Savitt Partners LLC

Aug 2020 — Apr 2021

*New York, United States*

### Head of Real Estate & Business Development, NY

Knotel

Aug 2019 — Jul 2020

*New York City Metropolitan Area*

- Joined Knotel as one of the first 15 employees and helped scale through Series C reaching \$320M revenue run rate.

Acquired by Newmark (Nasdaq: NMRK).

- Led NYC market for real estate and commercial sales

### Senior Manager, Real Estate & Business Development

Knotel

Jan 2018 — Jul 2019

*New York City Metropolitan Area*

### Manager, Strategy & Business Development

Knotel

Jan 2017 — Dec 2017

*New York City Metropolitan Area*

### Director of Business Operations

Tansler, Inc.

Dec 2015 — Dec 2016

*Greater New York City Area*

- Led business operations for an early stage vacation rental startup.

- Scaled the company to include over 500K properties worldwide. Won first place at Phocuswright (the largest travel industry conference) as 'The Most Innovative Travel Tech Company'.

### Business Development Manager

SIMPLENIGHT

Nov 2014 — Nov 2015

*New York City Metropolitan Area*

- Led the company's business development efforts, focusing on sales and strategic channel partnerships.

### Equity Research Analyst

Dowling & Partners

Jun 2011 — Oct 2014

- Analyst on a #1 ranked equity research team, covering ~50 publicly traded insurance companies.

## EDUCATION

### Skidmore College

*BA in Business-Economics*

Jan 2007 — Jan 2011

Activities and societies: Cum Laude, Class Treasurer, Academic Tutor, Men's Soccer Team

## CERTIFICATIONS

### 30 Under 30 in NYC Real Estate, Commercial Observer

Oct 2018

### Intro to Python for Data Science, DataCamp

## SKILLS

Equity Research · Bloomberg · Financial Analysis · Research · Valuation · Wealth Management · Marketing · Equities · Financial Modeling · Investments · Market Research · Securities · Bloomberg Terminal · Sales · Strategic Partnerships · CRM · Microsoft Office · Social Media · Microsoft Excel · SQL