

NATIONAL DIRECTOR – CAPITAL MARKETS & WEALTH MANAGEMENT EUROPE



Real Estate ~ Private & Investment Banking ~ Capital Markets

Creative, forward-thinking leader with extensive knowledge of Europe / UK commercial real estate markets. Repeated success driving buying and selling strategies for groundbreaking real estate deals exceeding € 4,000M. Excellent communicator and relationship builder with contacts in all relevant sectors and countries.

Key Skills

- Consulting & Advising
- Fundraising & Project Financing
- Purchase & Sales of Assets
- Financial Analysis
- Cross-Border Opportunities
- Cross-functional Team Leadership
- Portfolio Management
- Tax & Regulatory Compliance
- Risk Management

Professional Experience

CBRE ESPAÑA, Madrid Area, Spain

2015 – Present

National Director – Capital Markets & Wealth Management Europe

Lead team of 5 in capital markets and wealth management functions for world leader in real estate consulting.

- As member of **Global Capital Group CBRE Capital Markets Europe**, steer decisions, strategies, development, and cross-border real estate initiatives.
- **Drive € 625M in real estate assets across Spain, Europe, and Canada** through pure asset management, encompassing sourcing, analysis, due diligence, financing, and insurance.
- **Generated € 260M additional revenue by creating Logiprime Fund**, which was focused on urban logistical platforms and purchased by Azora.
- Forged and fortified relationships with Spanish Bank to sell structured real estate products, **yielding € 210M**.
- Advised prominent seller of Cepsa Tower in Madrid to **successfully close € 490M real estate deal**.
- *Currently working in consulting capacity with CBRE rather than as a full-time employee since Covid hit in 2020.*

SANTANDER PRIVATE BANKING SPAIN, Madrid Area, Spain

2005 – 2014

Managing Director – Real Estate / CEO Santander Private Real Estate

Recruited by CEO (Mr. Javier Marin) to lead real estate acquisition, management, and sale while motivating staff of 12 to continually exceed expectations through mentoring, performance reviews, and exemplary leadership.

- Spearheaded sale strategy of bank's first real estate portfolio in 2007 focused on 3 groups of potential investors depending on assets, resulting in **sales of largest portfolio of real estate assets ever sold in Spain at + € 4,000M**.
- **Advanced key strategies for more than 85 real estate asset purchases** across Spain, France, Germany, UK, and Belgium (€ 1.8M AUM), often overseeing refurbishment and construction (including green initiatives).
- Guided decisions on **26 buildings in England (€ 180M AUM)** as Director of Glaneuro, a listed fund in Ireland.
- **Sold bank headquarters in NYC on behalf of President for \$125M** by organizing bid process, selecting law firm for representation, preparing info memo, gathering data, sending NDAs, communicating with + 200 investors, monitoring due diligence, negotiating closing process, and signing deed.

UBS, Western Europe

2000 – 2005

Executive Director – Head of Real Estate Western Europe

Rapidly promoted from managing Spanish market to accelerating growth throughout all of Europe, expanding real estate department to 22% of UBS Spain's ROA, by buying and selling substantial real estate assets on behalf of key clients.

- **Coached, mentored, and trained up to 17 team members**, helping individuals achieve more responsibility internally and leadership positions in other banks (ING Head Financier, EXAN CEO Miami, Santander Private Banking Head Real Estate LATAM, etc.).
- **Purchased € 900M in commercial real estate for Pontegadea** in Spain, France, and the United States (NYC), providing trusted advice to family office of Spanish billionaire businessman Amancio Ortega on buying decisions.
- **Established several closed-end funds, Investment Circle I & II funds with € 500M AUM and +20% IRR**, as the first pan-European fund with Spanish investors accounting for 60% equity stake.

Additional Career Success

▶ **Managing Director – Spain, LBO France:** Defined investment strategy for Spain with € 150M equity + € 150M debt in value-added assets for leading French private equity fund with € 1.8B real estate AUM in France.

▶ **Head of Capital Markets Spain & Portugal, Colliers International:** Boosted volume of closed sales to + € 1,200M by analyzing and acquiring portfolios for GE Capital, Morgan Stanley, and Colonial while concurrently providing corporate services for large accounts, such as Microsoft, Ericsson, AC Nielsen, IBM, and Synthelabo.

▶ **Commercial Director, Infoinvest (Ministry of Industry – INI Group):** Managed real estate assets of public companies with success brokering purchases and sales for Iberia, ENCE, and Endesa headquarters; transforming Altos Hornos del Mediterráneo steel plant into industrial park; and developing industrial land in Bilbao Ria.

▶ **Diplomat – French Ambassador in Spain:** Helped French construction companies enter Spanish market, obtaining several contracts for Barcelona Olympic Games and Universal Expo of Sevilla. Contributed to negotiation between Spanish Government and Alstom multinational corporation for high-speed train line between Madrid and Seville.

Education & Credentials

Master of International Business & Management, *ESCE Business School*, Paris, France

Chartered Member (MRICS), Royal Institution of Chartered Surveyors

LANGUAGES: French (Native) | Spanish (Fluent) | English (Fluent)

Community Leadership

Professor – Master of Real Estate Management, Universidad Complutense Madrid, *Madrid, Spain*, 2017 – 2020