

CASE STUDY

Corporate Real Estate Portfolio
Manager / WHQ Team Lead

Scope: Multi-Country Acquisitions (Chile,
Portugal, Colombia)

Multi-Country Acquisitions:
Speed + Value Creation Through
Strategic Planning & Execution

Content

- WHQ team lead for acquisitions executed through local volunteer teams—ensuring projects stayed within approved budget, scope, and decision parameters.
- Aligned legal, finance, design, and branch signing authorities to accelerate approvals and enable fast, compliant execution in constrained markets.
- Applied a repeatable playbook focused on speed + value creation: research-led sourcing, targeted negotiation, and disciplined risk control.

Challenge

- **Chile:** civil unrest made sourcing inefficient and higher risk against a USD \$1.5M budget.
- **Portugal:** needed 50 apartments near a construction project in Europe's hottest market; limited new-build inventory available. Purchased as individual units with a 4-year purchase-price recovery mandate at disposition.
- **Colombia:** required a ready-built, fit-out-capable facility in a dense city center where parking constraints eliminated typical listed inventory.

Actions

- **Chile:** secured WHQ approval to pause, re-entered at improved pricing, and proposed a simplified, higher-end option aligned to long-term utility.
- **Portugal:** trained local teams to secure units early without organizational commitment and enabled fast due diligence/closing readiness through tight coordination with finance, legal, and signing authorities.
- **Colombia:** used a reverse-search strategy to identify off-market buildings; led negotiation to achieve below-market pricing while partnering with design to solve parking and protect future saleability.

Results and Impact

- **Chile:** delivered a higher-end Regional Translation Center solution at ~1/3 of the USD \$1.5M budget through market timing and creative option design.
- **Portugal:** Acquired 50 apartments as individual units, purchasing each at or below fair market value in a highly competitive multi-offer environment—while maintaining pricing discipline to support full purchase-price recovery at disposition within 4 years.
- **Colombia:** secured a special-use facility at ~15% under fair market value and designed flexibility for resale (parking or convertible retail frontage).
- Enterprise impact: moved three acquisitions forward with one scalable approach—faster execution, stronger value outcomes, and high-confidence stakeholder alignment.

Leadership Takeaway

- Speed and value aren't tradeoffs when the leader owns the strategy: time the market, expand sourcing beyond listings, and align legal/finance/design early so distributed teams can execute fast without compromising scope or capital discipline.