

CASE STUDY

Corporate Real Estate Portfolio
Manager / Lead Project Manager

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Scope: Argentina Branch Relocation
(Acquisition + Disposition) | Timeline: 2016-
2020

Content

- **Led a multi-year branch relocation:** acquired a new institutional-style branch facility and disposed of a legacy campus supporting onsite living and work.
- Delivered the single-site facility of 90 residences, 100 offices, amenities, and warehousing.
- Directed disposition of 5 legacy asset types: residential, office, warehousing, industrial printing, service/amenities, plus parking and recreation.

Challenge

- Multi-asset transactions required different buyer strategies, diligence paths, and risk controls.
- Political/financial volatility increased foreign exchange (FX) and counterparty risk throughout the lifetime of both acquisition of disposition project.
- Balanced local leadership priorities with WHQ approvals while managing developer delays and COVID disruption without interrupting operations.

Actions

- Led site search, selection, and negotiation to acquire the new facility (USD \$35M), using an unconventional broker approach to expand access and improve terms.
- Closed a USD \$50M brokerless sale by researching the best buyer match, building a targeted outreach list, and creating competitive bidding tension.
- Reduced volatility exposure by negotiating a 70% deposit in US funds and securing a 39-month free lease to bridge transition timing.
- Negotiated with the developer to avoid COVID-driven cost overruns and preserve financial integrity through schedule uncertainty.

Results and Impact

- Delivered end-to-end relocation outcomes: USD \$35M acquisition plus disposition execution across a USD \$50M legacy portfolio.
- Achieved USD \$50M sale value in a brokerless transaction while maintaining tight control of buyer engagement and diligence.
- Protected organizational funds, including USD \$2.5M recovered via an insurance claim.
- Improved transaction certainty and reduced foreign exchange (FX) exposure through deposit structuring (70% in US funds).
- Maintained operational continuity through a 39-month free lease bridge and disciplined alignment across local leadership, developer, and WHQ.

Leadership Takeaway

- In complex relocations, value is protected through control: align stakeholders early, structure terms to absorb volatility, and build transition bridges that keep operations stable while transactions close.