**Andres Cervantes La Saga**

**CURRICULUM VITAE**

**PERSONAL AND CONTACT DETAILS**

Date of Birth: 15 February 1974

Place of Birth: United States of America

Nationality: American and Canadian

Languages: English, basic Russian

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**REAL ESTATE DEVELOPMENT PROFESSIONAL**

I have worked on a wide range of multi-million dollar master planned real estate projects and developments in the United States, Frontier and Emerging Markets. Experienced in concept development, development operations management, contracts management, legal management, financial management and project leadership for large-scale real estate developments. Strong leasing and sales leadership and marketing strategy experience. Highly competent in cross-cultural communications and acting as a bridge between international clients, architects, consultants, etc. and local suppliers.

**CAREER HISTORY**

**Mongolia Growth Group - MGG Properties**

**Ulaanbaatar, Mongolia**

**September 2015 to Present**

**Director of Property**

Recruited in a ‘turn around’ role to take over all operational management of the company to include development, operations, sales and marketing and asset management of retail/office property portfolio with a valuation of approximately $35 million USD. Immediate actions have been focused on increasing revenues, decreasing costs and focusing on a new sales and marketing strategy. Full P&L accountability. MGG is a publicly traded company in Canada.

**Al Mi Schwob FZE**

**Dubai, UAE/Basra Iraq**

**October 2014 to August 2015**

**Business Development Director**

Recruited to help ‘turn around’ Basra Industrial Community, which had stumbled since opening. Responsible for marketing, leasing and client negotiations for the Basra Industrial Community (BIC), a secure accommodation and life support facility for the oil and gas industry in the North Rumaila oil field in South Iraq. Turn around actions included rebranding BIC, creating a leasing and marketing plan. Achieved 100% occupancy rate and concluded successful negotiations for a land expansion with local Iraqi partner.

**Petronor FZE**

**Dubai, UAE/Basra Iraq**

**June 2013 to October 2014**

**Business Development Manager**

Formerly the BDM for the “Iraq Energy City” master planned development in Basra, Iraq. IEC is a 270,000sqm development focused on design-build accommodation, warehouses and offices for the oil and gas industry in Basra, Iraq. Successfully developed and leased more than $25 million USD in real estate in 18 months to International Oil Companies located in Iraq including Shell, Lukoil, and Basrah Gas Company. Responsibilities include leasing and marketing management in addition to fit-outs and real estate development.

**La Saga & Partners**

**Dubai, UAE**

**February 2009 to June 2013**

**Independent Asset Management Consultant**

After the financial crisis hit Dubai and US, chose to stay in the Middle East and established own real estate advisory company for Middle Eastern and US clients. Some of my projects included:

* Acting as a Senior Consultant for a Saudi Arabian Facilities Management consulting company on behalf of their client, the Saudi Arabian Pension Authority on the 700,000 SM “Information Technology & Communication Complex” in Riyadh, KSA.
* Assisting a publicly traded New Zealand real estate technology company with its expansion into UAE, Saudi Arabia and Qatar.
* Completed two municipal bond offerings in the US totaling $4 million USD.
* Additional asset class experience includes car parking, staff housing and light industrial.

**IFA Hotels and Resorts**

**Dubai, UAE**

**August 2008 to February 2009**

**Asset Manager**

Asset Manager/Development Manager for LEED mixed-use, master-planned community. The project was planned for more than 3,000 units and a construction cost of $600 million USD but was cancelled during the global financial crisis. Responsible for managing development concept and coordinating team of engineers, architects, planners and international law firms under direction Development Director. Later worked on Golden Mile leasing strategy.

**Palmer Investments, Inc.**

**Los Angeles, California, USA**

**November 2003 to August 2008**

**Development Manager**

Hired by Palmer Investments immediately after finishing business school. While at Palmer Investments functioned first as an analyst, then as Mr. Palmer’s Associate and then as the Development Manager for a portfolio of more than 3,500 acres and a raw-land value of more than $400 million USD. Two key development projects responsible for:

* “New Windsor”, a 204-acre/394 home master planned community located in Windsor, Colorado which had stalled out during the 2001-2003 Colorado real estate slowdown. Achievements included re-starting the sales and marketing of the development by dismissing existing brokerage team, hiring new sales brokerage team, focusing on sales to entrepreneurial homebuilders and providing subordinated land financing to homebuilders; Additionally, responsible for re-pricing a public bond financing ($7 million USD); dismissing the existing advisory investment bank and retaining a new bond investment bank underwriter and issuing the first tranche of bonds during one of the toughest municipal bond markets in the US. Project value $30 million.
* Los Valles Land & Golf, a 450-acre/209 home master planned community in Los Angeles. We repositioned the development from a typical suburban development into its “highest and best use” as luxury master-planned community with a private golf club by retaining new engineer of record and value engineering the land plan; Developing a 110% financing capital stack which included raising private equity from a group of High Net Worth Investors; securing bank debt, mezzanine debt, and public bond financing ($70 million USD capital stack). Project value $250 million USD.
* Additional development projects included, “Las Lomas” mixed use 900 acre development and “Copa de Oro” 1,200 acres golf course and residential development.

**EDUCATION AND QUALIFICATIONS**

**B.S. – Kansas State University – Marketing**

Manhattan, Kansas – 1997

**M.B.A. – University of Denver – Emphasis Real Estate Finance**

Denver, Colorado – 2003

* Daniels Merit Scholarship
* Burns Real Estate School Scholarship
* Worked for mini-storage developer during MBA

**Founder, University of Denver, Middle East Alumni Chapter**

Founded DU Alumni Chapter which has more than 200 members in GCC countries