

Executive Watch

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By *Anthony J. LoPinto*

Across the Pond

I just returned from London, where I interviewed senior investment professionals in connection with a search we are managing for the head of a pan-European fund. It was a good opportunity to learn about the state of the London real estate market, which is also going through a significant correction. The conventional wisdom is that, when the US sneezes, Europe catches a cold. In London, as in the US, there has been a shake-up on the banking side, credit is in increasingly short supply and property trades are few and far between. At the same time, to a person, everyone I spoke with felt that significant investment opportunities will emerge as the market is re-priced. The question there, as it is here, is how long will it take.

Tony LoPinto is CEO of Equinox Partners, an executive search firm specializing in the real estate industry, and parent company of SelectLeaders. The views expressed in this article are the author's own.

Job Opportunities

LOCATE-A-JOB

SIMPSON PROPERTIES LTD

[Commercial Property Manager](#)

(ALEXANDRIA, VA) This firm seeks a motivated, take-charge professional to oversee a portfolio of commercial buildings.

FOREST CITY ENTERPRISES

[VP of Development & Leasing](#)

(EAST BALTIMORE, MD) The VP will direct all leasing initiatives for the life science, office and retail space throughout a business park, and will oversee and manage specific development projects from conception through design, construction, and lease-up.

TRIMONT REAL ESTATE ADVISORS

[Asset Manager](#)

(ATLANTA) Responsibilities include formulating and executing deal resolutions to maximize repayment of debt or return for client-investor; assessing performance of the assets relative to original underwriting strategies or business plans, competitors, and market conditions; and more.

THE CARLTON GROUP

[Director—Los Angeles](#)

(LOS ANGELES) The company, which is headquartered in Manhattan, is seeking a seasoned real estate executive and deal maker to operate its corporate office in Los Angeles.

THE URBAN LAND INSTITUTE

[Managing Director, Infrastructure](#)

(WASHINGTON, DC) The institute has created a special initiative to address the relationship between land use and infrastructure with special emphasis on infrastructure finance. This director will manage this effort within the institute.

CB RICHARD ELLIS

[Regional Property Manager](#)

(NEW YORK CITY) The manager manages the operations and maintenance of all facilities within a region, develops and maintains positive relationships with clients, manages facilities staff to deliver expected service levels to the client within the prescribed budget, and more.

PRUDENTIAL

[Investment Director](#)

(PARSIPPANY, NJ) This director will lead the underwriting and due diligence process and assist in the origination, negotiation and structuring of joint venture and entity level investments, lead the day-to-day active management of existing private equity investments in companies and ventures including the review of board, and more.

FORE PROPERTY CO.

[Marketing Director—Multifamily](#)

(PHOENIX) The candidate's role will be overseeing the marketing and leasing (particularly lease-up) of new class A apartment communities with the goal of maximizing revenue by attracting and retaining our targeted renters.

Promotions

No more than one submission per company will be considered per week.

Submissions with multiple names will be capped at three for coverage in Executive Watch.

CARDINAL INVESTMENTS

(EL SEGUNDO, CA) Sarah Brown is promoted to partner She joined the firm in 2005, with a primary focus on acquisitions and sourcing equity.

PATRINELY GROUP

(HOUSTON) David Joiner is moving up to vice president. He will be responsible for managing several build-to-suit and other projects in the Southwest.

COLLIERS INTERNATIONAL

(SAN JOSE, CA) The firm expands its investment division with the relocation of vice president Andy Zighelboim to San Jose/Silicon Valley. He will lead the firm's Investment Services Group development in the region.

PERKOWITZ+RUTH ARCHITECTS

(WASHINGTON, DC) Joseph Serruya is promoted to director. He joined the firm in 1999 as senior job captain and most recently held the title of associate.

MARCUS & MILLICHAP

(ENCINO, CA) Greg Harris is promoted to executive vice president of investments.

RTKL ASSOCIATES

(WASHINGTON, DC) Daren Shumate moves to vice president. He serves as director of the MEP Engineering studio, part of RTKL's Applied Technology Group.

IDI

(ATLANTA) Brian Mee is selected to the National Fee Development group as senior vice president. He previously served as vice president of corporate development. He succeeds Mike McLoad, who retired in 2007.

CB RICHARD ELLIS

(ST. LOUIS and HOUSTON) David Steinbach, marking six years as a tenant representative, rises to vice president. In Houston, Scott Davis earns a promotion to first vice president.

MB REAL ESTATE SERVICES LLC

(CHICAGO) Michelle O. Kindlund is named general manager of 200 West Monroe, a 649,265-sf office building in the West Loop. She previously was property manager at Michigan Plaza.

GVA WILLIAMS

(STAMFORD, CT) Jacqueline Pinyan-Durels, a 20-year veteran, is promoted to senior vice president.

WENTWORTH PROPERTY MANAGEMENT CORP.

(VALLEY FORGE, PA) David Readinger becomes regional director of operations for the office. He joined the company in 2004.

NORTHMARQ CAPITAL INC.

(CHICAGO) The firm's new senior vice president and senior director is Michael J. Sieman, who joined the team in January 2007 via the acquisition of Baird & Warner Real Estate Capital.

New Hires

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ACKMAN-ZIFF REAL ESTATE GROUP

(NEW YORK CITY) Joseph Tufariello joins the firm as a managing director. He comes to Ackman-Ziff from Morgan Stanley where he was a senior banker in its US lending operations.

STOCKTON REAL ESTATE ADVISORS

(PHILADELPHIA) Mei O'Neill comes on board as transaction manager. Prior to the move, she was senior account executive with CoStar Group in Philadelphia.

GRUBB & ELLIS

(BOSTON) Tom Aitken is hired as senior vice president. He previously held the same title at NAI Hunneman Commercial Co.

KOLL DEVELOPMENT CO.

(DALLAS) The firm expands its local team with the hiring of Ab Atkins as senior vice president, Robert Browning as vice president and Frank Benenate as senior project manager.

GOODWIN PROCTER

(PALO ALTO, CA) Ginger R. Dreger, Paul L. Davis and Nancy W.

YOO

(NEW YORK CITY) Andrew Pang is appointed managing director of YOO Asia. Prior to joining the company, he was one of the founding directors of Cushman & Wakefield in Hong Kong.

ALLEGIANCE REALTY CORP.

(CHARLOTTE, NC) Mark Rubin joins the company as director of acquisitions, leading the efforts in sourcing investment opportunities nationwide. He previously was held senior positions with institutional and private real estate investment firms.

VENABLE

(NEW YORK CITY) Joseph T. Lynyak III, a banking regulatory lawyer, joins as a partner in the Los Angeles and Washington, DC offices. He moves to Venable from financial services law firm Buckley Kolar LLP.