

Mikołaj Martynuska

EDUCATION:

- 2009 Member of RICS (Royal Institution of Chartered Surveyors),
Development and Planning Faculty (Membership no. 1202290)
- 2004 – 2006 University of Reading (UK): postgraduate programme M.Sc. in
Property Surveying (RICS accredited); dipl. prop. surv. University of
Reading
- 1995 – 2000 M.Sc. in economics: University of Economics in Krakow; faculty of
investment process management and real estates;
- 1996 – 1999 Krakow Technical University, Department of Architecture –
additional courses regarding economics of construction;
- 1995 – 1998 “English Track Programme” – interuniversity 3-years course on
economy in transition.

PROFESSIONAL EXPERIENCE:

- 2016 – now **Echo Investment S.A.**
Managing Director Investment & Development
Senior member of the Management Team responsible for
investment sales, land acquisitions, pre-development and zoning.
Managing work of 15 high-profile people across the country in all
the market sectors, including office, retail, residential, hotels, and
student housing.
- 2006 – 2016 **CBRE Poland**
2014 Promoted to the position of **Senior Director – Development
Consultancy, member of the Management Team**
2009 – 2013 Position: **Director – Development Consultancy**
- In charge of creating a new business line within CBRE Poland.
Delivery of broad range of services in the field of land
development (residential, office, retail); development advisory;
residential agency (primary market); investment consultancy;
development appraisals & valuations. Redirecting the business
towards development advisory. Execution of urban development
deals exceeding 600,000 sqm of development area.
Acting as senior representative of the company, participation in
numerous national and international conferences as guest
speaker and panellist.
- 2006 – 2009 Position: **Director – Residential Advisory**
In charge of creating new business line. The department
composed of 6 people was delivering predevelopment and
design advisory as well as sales to several residential and mixed-
use projects in Warsaw, totalling ca. 1,000 units.
- 2005 – 2006 **CBRE Spain**
Position: **Senior Consultant, Capital Markets** – Cross Border team

Responsible for advising Spanish investors in expanding into CEE countries. Strategic advisory, setting up joint-venture partnerships, investment acquisitions. Participation in 2 major investment deals.

2003 – 2005

Dragados S.A. (leading Spanish construction company)
Position: **Project Controller / Manager Administration and Finance**
Participation in a 2-year programme for financial managers; working in Department of Finance of the Regional Office and on various construction projects, in team as well as on independent position (projects up to 80 million €).

2001 – 2002

Buma System S.A. (Polish real estate developer)
Position: **Leasing Manager**
Participation in a 36,000 sq.m. commercial development; deputy leader of a 7 persons project team; responsible for creating feasibility study, investment cash-flows and business-plan, participation in project design; managing marketing & leasing and property management activities, overlooking implementation of the project schedule. Responsible for the acquisition of an investment partner and sale of a yielding asset.

1999 – 2000

Tishman Speyer Properties (American real estate developer)
Position: **Assistant to the Director for Strategy and Development**
Work on a 360,000 sqm mixed-use city centre development. Responsible for communication within the international project team; participation in key land-acquisition negotiations and obtaining administrative & planning approvals; participation in regular project management process. Responsible for maintaining good working relationships with City Hall. On January 2000, promoted to member of a negotiation team, involved in land acquisitions.

08.2000

NV Himmos and Vansweevelt Vastgoedmakelaars (Antwerp, Belgium). Rotary Club "Scholarships for outstanding young professionals" – one month training programme with a Real Estate developer and a Real Estate Agent.

1998 – 1999

Environmental Partnership for Central Europe Foundation (Krakow, Poland)
Position: **Assistant to Project Director**; member of the team implementing the Programme of Sustainable Development of the Krakow Jura Upland (community project)

LANGUAGES:

English: fluent
Spanish: fluent
French: communicative

HOBBIES:

Mountaineering, skiing, horse riding, ethnic music, urban development, history of arts.