

CURRICULUM VITAE

Name: Stefan Gheorghiu-Milicin
Nationality: Australian, Romanian
Date of Birth: 26th February, 1973



EDUCATION

1991 – 1995 Attended “Faculty of Chemical Engineering” at Monash University, Melbourne, Australia. Graduated with Honours at the end of 1995.

1988 – 1991 Attended high-school at “St. Michaels Grammar School”, Melbourne, Australia - one of the top three co-educational private schools in Melbourne. A full scholarship was granted for the entire study period.

1987 – 1988 Attended 9th grade at “Bundesgymnasium”, Gmunden, Austria.

RELEVANT WORK EXPERIENCE

October 2007 – cont’d

Managing Partner, Tegron Consulting – company offering integrated services for development and real estate management consulting services. Important clients included:

GFK - CEE and EMEA regions

- exclusively representing the company in over 30 countries in CEE and EMEA regions for re-negotiation of existing leases as well as the search for new premises, negotiation of terms and signature of the lease contract;
- in charge with the entire relocation process of more than 30 offices in that region. So far, countries where relocation was required included Austria, Kazakhstan, Bulgaria, Serbia, Poland and Romania - more than 17,000sqm of office space successfully leased on behalf of GFK;

PointPark Properties

- acted as interim Country Manager for the company until the Romanian entity was set up and the business started to perform;
- In charge with hiring and training a development manager, with the aim of turning him into the No 1 person in the company before end of 2011, when he is due to take over as the GM for Romania;

- responsible with setting up the entire operation on the ground for the company, obtaining equity partners, identifying deals that the Dev. Manager can close starting with 2012.

PELICAN MALL - GALATI (80 Million Eur investment - Shopping Center)

- advisor to the development team;

Ensuring smooth co-ordination between the following:

1. Financial aspects of the development;
2. Architects, the tenants of the mall and the construction team of the development;
3. Ensuring that the architects respect the construction standards imposed on by the site, the geological study and the master plan outlined by Chapman Taylor London, as well as the technical requirements of the tenants;
4. Participated in the tender process for the selection of the constructor of the project;
5. Liasing with the developer, the partners of the development, the architects in London and Budapest and the technical team assigned for the project.

- exclusive agent for the leasing of the entire surface area of 45,000sqm GLA;
- exclusive agent for the selling of the entire development.

ADVENT INTERNATIONAL (Ceramica IASI)

- performed feasibility study on the best location suitable to place a 25 Million Eur brick factory in the north of Romania;
- responsible for identification and analysis of best sites to suit the criteria established by the Client;
- responsible for performing initial DD process on the land sites identified;
- responsible for the negotiation and acquisition of the land site selected by the client.

TIRIAC IMOBILIARE

- worked together with employees of Tiriac Imobiliare to develop the marketing, PR and sales strategy of Stejarii – the most luxurious residential project in Bucharest at that time;
- hired and trained sales staff, responsible for the rental/sales of the residential complex.

September 2009 – June 2011

Commercial Director - Romania, Georgia and Bulgaria - Willbrook International (London based developer).

- responsible for setting up and running the Commercial department of the company (hiring and training staff);
- responsible for setting up and running the facility and property management departments of the company to take over the operations for 100,000sqm of own office space in Bucharest starting with January 2010.
- Responsible for the development of Tbilisi Plaza in Georgia, a 25,000sqm shopping center in the Heart of Tbilisi.

June 2007 – October 2007

Managing Director, Polimeni Romania (New York based developer).

- responsible for setting up the Polimeni office in Bucharest, investing up to 300 Million Euros in the Shopping Centre and Residential Market in Romania. Unfortunately, due to the Real Estate Market crash in the US, the company pulled out of Romania after only 5 months of operation, despite having two large Shopping Center projects signed and ready to go.

January 2006 – May 2007

Managing Director, Europolis Romania - Real Estate Fund.

- responsible for setting up the Europolis office in Bucharest (Austrian Asset Management company with its headquarters in Vienna), taking care of the existing company portfolio in Bucharest as well as developing the operations in Romania. During the 18 months, responsible for investments of approximately 250 Million Euros in various assets as well as growing the company to a staff of 11 strong employees.
- leased 40,000sqm of build-to-suit warehouse space to Carrefour and took care of the entire process of tendering until my leave in May 2007;
- developed from scratch a total of 25,000sqm of new warehouse space;

January 2004 – September 2005

Director Corporate Services, Colliers International, Bucharest, Romania.

- responsible for developing and running the Corporate Services division of the company in Romania and to develop the Central and Eastern Europe division;

May 2002 – May 2003

Senior Commercial broker, Colliers International, Mexico City, Mexico - in charge of developing a more comprehensive list

of International Clientele for the company, maintaining those relationships, signing deals.

- responsible for the US Government relocation report in Mexico City, Merida – Yucatan and Ciudad Juarez, Mexico – identifying sites, collecting information, writing the final report, meeting with USG officials from Mexico and Washington;

1997 – April 2002 **Senior Commercial broker, Colliers International, Bucharest, Romania.**

ACHIEVEMENTS Top 100 young managers of 2007.

LANGUAGES

German – fluent
English – fluent
Spanish – fluent
Romanian - fluent