

MARCO FRIGERI

Real Estate Manager & Head of
Valuation and Consultancy Services
MRICS n.1195360



PROFILE

A dedicated professional with an extensive experience of more than 23 years. Specializing in Consultancy and Advisory in real estate, Real Estate Valuation, Real Estate Management, Investment Analysis and Acquisition and Risk Analysis in real estate. Having Excellent knowledge of English. This work experience has provided with the skills necessary to successfully handle situations and issues, in high pressure environments and constantly shifting. With a significant international exposure. Seeking for the company requiring bold, competent leadership, bringing years of professional experience to the project operations teams, maximize revenue, productivity and ensure strong future growth.

WORK EXPERIENCE

MAEHREN ITALIA SRL

Acquisition Manager

March 2021 - Till Date

- I am in charge of the development of the Italian market of the Maehren Group and for the acquisition and management of the residential investments

FIDITALIA FIDUCIARIA SRL

Real Estate Manager

Jul 2019 - Till Date

- I am a partner, member of the board of directors and head of the real estate sector in the Fiduciary. By an operational point of view, my role is to ensure the best management of the real estate portfolio of the trustee's customers, both in terms of ordinary and extraordinary management.
- In this second case the objective is to define and implement the best management strategies for customer assets (refurbishment, change in the destination of use, letting agreement, sale agreements etc.).

ANTIRION SGR SPA

Valuation & Insurance Manager

May 2015 - May 2020

- The Valuation Manager ensure a faithful and correct representation of the assets of the fund through a continuous valuation process whose purpose is to indicate the current value of the assets, defined as the price at which these assets could be sold at the valuation date.
- The Valuation Manager is functionally and hierarchically independent by the management functions and has adequate skills and experience. The independence requirement is a prerogative for the correct performance of its activity.
- The Valuation Manager operates in a condition of complete independence of judgment and action; its independence is guaranteed as it is hierarchically staffed by the Board of Directors, in a position does not subordinate to the team in charge of the portfolio management.
- The Valuation Manager carries out directly the activities, being supported of various corporate functions (e.g. Fund Management, Risk Management, CFO, etc.) at in order to ensure unitary and overall consistency in the evaluation activity, enhancing the synergies deriving from the use of diversified professionalisms and able to provide each other with added value.
- The process regulated below is fully implemented by the Valuation Manager or implemented with the support of other company organizational units.
- The Insurance Manager operates to identify the correct insurance program for each Fund managed by the Company.

CONTACT

📍 Via Bernardo Davanzati, 5,
Milano, Italy – 20158

📞 +393388277783

✉ orizzontibusiness@gmail.com

SOCIAL

🌐 [https://www.linkedin.com/
in/marco-frigeri-35858623/](https://www.linkedin.com/in/marco-frigeri-35858623/)

📄 info-orizzonti

AREAS OF EXPERTISE

- Business development
- Real Estate
- Investments
- Planning and strategy
- Start-up
- Marketing management
- Research and analysis
- Finance management
- Valuation and insurance
- Customer relationship management
- Asset management
- Private equity
- Portfolio management
- Process management

ORIZZONTI REAL ESTATE SRL

Sole Director and Partner Apr 2015 - Till Date

- Orizzonti-RE is consultancy company specializing in real estate (real estate sector) that provides solutions with a view to networking and specific partnerships also in contiguous sectors such as: financial, insurance, business and art.
- The Team work both directly with end customers (anyone with direct needs in the real estate sector), with their consultants: lawyers, business lawyers, accountants, family offices, private bankers, wealth managers and with all professionals who care about needs of their customers.

GABETTI SPA

Corporate department Market Research & Investment Analysis

May 2005 - Dec 2010

- Market Reports in the following segments Offices, Retail, Industrial and Logistics at both national and local levels (Milano, Roma, Bologna, Firenze, Padova, Napoli, Torino, Genova and Bari). Articles on the trends of the real estate market both in sectorial magazines and on the national press.
- Business Planning activities analyzing both the Investment income generating properties and on development operations/property regenerations. The specific activity was oriented to perform a pre-analysis of any real estate opportunities that could generate a potential interest to institutional investors.
- Market Analysis and commercial due diligences supporting investment.

ERNST & YOUNG S.P.A.

Supervisor May 2001 - May 2005



- Head of a team of consultants in valuation activities, feasibility studies & strategic consultancy in the real estate sector. Responsible for setting goals for performance and deadlines in ways that comply with company's plans and vision.
- Responsible for organizing workflow and ensuring that employees understand their duties or delegated tasks. Monitoring employee productivity and providing constructive feedback and coaching.

GRUPPO GESTIONI ARCOTECNICA

Consultant 1998 - 2001

- Consultant in valuation activities, feasibility studies and strategic consultancy in the real estate sector. Responsible to provide solutions to the client's changing business needs. Core strategy development, large scale implementation, process optimization, change management, and new technology introduction.

EDUCATION

- | | |
|---|-------------|
|  Degree in Economics | 1997 |
| Università Cattolica del Sacro Cuore di Milano | |
|  Master: "Facility Managers: Real Estate Properties and Portfolios Integrated Management" | 1998 |
| Politecnico di Milano | |

KEY SKILLS

- Visionary leadership
- Decision making
- Problem solving
- Team building skills
- Ability to motivate a workforce
- Effective management and delegation
- Communication and negotiation skills
- PR & presentation skills
- Understanding of a multi-faceted business operation
- Strong financial acumen
- Planning & forecasting
- Work under pressure

LANGUAGES

- English
- Spanish
- Italian
- French

PERSONAL

 **DATE OF BIRTH**
27th March 1971

 **NATIONALITY**
Italian