

MARCO FRIGERI

CURRICULUM VITAE



Real Estate, business consultant and credit broker

MRICS n.1195360

DATE OF BIRTH: March, 27th 1971 **NATIONALITY:** Italian

PROFILE

A dedicated professional with an extensive experience of more than 25 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.

Since 2019 he has also been involved in corporate consultancy and business advisory as well, being credit broker also acts in finding the best financial solutions for his Clients.

This activity consists of an initial balance sheets analysis over several years and subsequently recommending the most suitable actions to improve the capital and income statement aspects but also in relation to cash flows.

He is also specialized in public finance tools, i.e. all those instruments deriving from regulatory provisions, non-repayable contributions and tax credits.

In a few lines his business lines are:

- *business consultancy, from budgeting to financial planning and extraordinary management*
- *ordinary finance (working as credit broker) and government finance (collaborating with a company specialized in this segment of activity)*
- *Member of a trust company with responsibility for the real estate department.*
- *real estate consultancy and advisory in complex operations (from project conception to investor selection)*

He was registered at RUI section E. and so also knows the insurance sector as well.

Marco has a consultancy approach developed in various collaborations with consultancy companies such as EY operating in the so-called middle market, but also with companies that operate with little or middle size companies such as the professional firms with which I collaborate (STP Corporate Finance: direct assignment of Orizzonti-RE, owned company) and subsidized finance, budgeting and financial planning (Genium SRL direct assignment of Orizzonti-RE)

WORK EXPERIENCE

MAEHREN ITALIA SRL

Acquisition Manager

March 2021 – Till Date

I am in charge by the Maehren Group to develop the Italian market and for the acquisition and management of the residential investments

FIDITALIA FIDUCIARIA SRL

Board Member and Real Estate Manager

Jul 2019 – Till Date

Partner, Board Member 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 clients, 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.

[ORIZZONTI REAL ESTATE SRL](#)

Sole Director and Partner

Apr 2011 – Till Date

Orizzonti-RE is consultancy company specializing in real estate sector but operating also in business and corporate consulting, insurance and credit consulting 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 SPA](#)

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

Università Cattolica del Sacro Cuore di Milano

1997

Master: "Facility Managers: Real Estate Properties and Portfolios Integrated Management"

Politecnico di Milano

1998

LANGUAGES

English, Spanish, Italian, French

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, Credit and Insurance brokerage

CONTACT

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SIGNATURE

