

## **Director of Real Estate Advisory Services - Pension Funds**

### **CLIENT**

Our client is a financial and operational advisory firm serving a global list of clients ranging from Fortune 1000 corporations to closely-held private companies. Their unique appeal to top-notch industry talent allows it to attract exceptional personnel and 2007 has been one of the most important years for our client's accelerating growth record. The firm currently has 170 employees and has experienced annualized revenue growth of more than 20% per year over the past five years. Headquartered in Chicago, our client maintains full-service offices in Cleveland, Dallas, Washington D.C., and Detroit plus offices in Beijing, Guangzhou, Shanghai and Shenzhen. Our client's core services include valuation & financial opinions, investment banking, operational strategy & performance improvement, restructuring & turnaround, and dispute advisory & forensic services.

### **POSITION**

Our current assignment is for the position of Director of Real Estate Advisory Services - Pension Funds, a part of the Valuation and Financial Opinions Group located in the Chicago office. Reporting to the Director of the Chicago office, the primary role of this person will be to establish and execute a strategy that promotes the growth of the real estate advisory services practice through the development of existing and new pension fund client relationships. The responsibilities and qualifications of this position include but are not limited to:

- Business development and origination of valuation engagements from pension fund clients, including aggressively cultivating new relationships and overseeing pension fund marketing program.
- Management of client relationships by ensuring complete satisfaction of clients with regard to work product, timeliness, cost, professionalism, and communication.
- Development of staff through the management of client engagements, including promoting training and technical development, setting performance objectives, and completing performance and salary reviews.
- Practice management through participation in creating short- and long-term budgets, monitoring actual to budgeted results, recruiting for experienced and new hires, and involvement in setting the strategic focus of the group.

### **CANDIDATE PROFILE**

The ideal candidate will have ten or more years of experience in the valuation of real property, including significant experience and existing relationships with pension fund clients. In addition, the candidate must have the MAI designation from the Appraisal Institute and a four-year degree, preferably with an emphasis in real estate, finance, or economics. Strong communication and leadership skills and a desire to work in a team environment are also required.

#### **For more information, please contact:**

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