



**Imię Nazwisko: Rafał Mazurczak**

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## **Current Position: Office & Hotel Projects Department Director**

### **Profile:**

- 16 years of real estate and business competencies, as well as development experience including engagement in the construction and design processes, acquisition due diligence, and financial schemes budgeting.
- Proven leader and results-driven manager with demonstrated effectiveness in managing people, systems, resources, meeting goals and achieving success in sales and marketing, including market research, planning, advertising, promotion, and sales management.
- Strong motivator/team player with effective personal presence and exceptional ability to understand people interactions, facilitate teamwork, build rapport, manage conflict, coach.
- Creative visionary with ability to think outside the box, oversee design of fresh marketing/advertising materials, and implement, and sell new ideas.
- Proficient interpersonal communicator who is adept at speaking effectively, and negotiating, as well as expressing, transmitting, and interpreting knowledge and ideas.

### **Core Competencies:**

- Leadership,
  - Sales Presentations & Public Speaking,
  - Networking / Relationship Building,
  - Project Coordination,
  - Closing & Negotiations,
  - Strategic Market Analysis,
  - Aggressive Sales Goals,
  - Increased Market Share & Profitability,
  - Advanced Technical Skills, □ Team Building.
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## Experience:

### □ Office Projects Department Director 2013 – 2016 (current position)

- Manage sales and marketing of the office projects consist approx. 230 000 sqm.: Q22 (52 000 sqm), Park Rozwoju (35 000 sqm), Opolska (55 000 sqm), A4 Business Park (34 000 sqm), Tryton (22 000 sqm), West Gate (16 000 sqm), Nobilis (16 000 sqm),
- Manage office development pipeline preparation processes over the 300 000 sqm,
- Supervision of designing and construction processes,
- Reporting to the Managing Board,
- Preparing and leading presentations for Supervising Board, - Preparing and leading presentations for City Authorities, - Leading the negotiations with major Tenants as follow:  
*BNYM: 9000 sqm, Tieto Poland: 9000 sqm, Nokia: 14 000 sqm, IBM: 9000 sqm, Deloitte: 12 000 sqm., LuxMed: 6000 sqm, Abbott: 4000 sqm.* -  
Member of the Committee to making decisions for the land acquisition

### □ Office Project Leasing Director 2007 – 2013

- Manage the Leasing Team,
- Responsible for leasing entire office portfolio in Poland:  
Park Rozwoju (35 000 sqm), Malta Office Park (30 000 sqm), Oxygen (15 000 sqm), Avatar (12 000 sqm), Aquarius Business Park (25 000 sqm),
- Building leasing strategy for particular office project,
- Building technical specification according to the market requirements,
- Collaboration with Real Estate Brokers,
- Reporting to the Department Director and to the Managing Board.

### □ Office Projects Leasing Manager: 2000 – 2007

- Leasing the office space in Warsaw: Babka Tower (7 000 sqm), Athina Park (12 000 sqm), Postępu 3 (18 000 sqm) and in Łódź: Business Center (9 000 sqm) and Orion (10 000 sqm).
- Reporting to the Department Director.

## Education and Training

- Technical University of Radom – Master of Economy
- Cracow University of Economics – Bachelor's Degree of Finance and Banking

## Skills

- Knowledge of languages: English – fluent, Russian - conversational □ Training courses:
    - Effective negotiations,
    - Sales Techniques,
    - Public presentation,
    - Project Management (PMI)
  - Computer skills: MS Office, experience in PowerPoint presentations and using complex Excel spreadsheets.
  - Driving Licence: Kat. B
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