



Rebecca Royale

Development and Asset Manager

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📍 Vancouver, BC

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👤 Summary

Highly knowledgeable and experienced Real Estate Development Professional with international experience and a broad and deep understanding of a comprehensive variety of property projects and types. Proven record of successful completion of multiple simultaneous projects both locally and abroad.

📁 Key Qualifications

- Excellent experience in retail real estate planning and management.
- Strong knowledge of corporate real estate leasing, acquisition, and disposition.
- Superior ability to maintain complex and diverse corporate real estate portfolios.
- Exceptional knowledge of commercial real estate & town planning.
- Good negotiating, collaboration and communication skills.

📁 Education

BSc. (Hons) Construction Management

Harvard University, 2005

- Building Economics
- Property Economics
- Construction Management
- Project Management

📁 Work experience

2010-09 - Present

Development & Asset Manager

ERA Real Estate

- Asset Management of a portfolio of high-end properties, setting goals and objectives for each property, in order to maximize profit by increasing rental income & reducing operating expenses.
- Development of a sustainable leasing strategy to achieve shareholder's financial objectives.
- Management and negotiation of lease contracts with existing & new tenants to ensure high occupancy rate, high collection rates, use of space to the maximum advantage, continuity of lease and sustainable profit.
- Ensuring compliance of tenants with lease contract requirements.
- Routine audits of the portfolio to identify properties that lag in profitability.
- Execution of corrective measures when early warning signs exist on performance issues.
- Liaison with property agents to identify potential tenants.
- Qualitative assessment of tenants, based on profitability track record & sustainability parameters.
- Evaluation of land/buildings potential for development or purchase to drive real estate performance and asset value.
- Management and monitoring of property agents to ensure the company's investment objectives are accurately communicated to potential property owners.
- Planning the development strategy for new projects, ensuring that the leasing plan is feasible and the commercial targets sustainable.
- Preparation of Business Plans, Budgets & Investment Analysis for new projects.
- Identification of the project's vision, scope, and objectives.
- Identification the target of markets, product mix, and user groups.
- Setting up commercial targets & profitability parameters.
- Assessment of the project viability, the establishment of the development budget & financial models.
- Investment Proposals prepared and presented to the BoD.
- Report line directly to the CEO.
- Presentations of company's performance to the BoD.
- Proposals to Investors for next year's development strategy.

2006-12 - 2010-09

Manager of Real Estate Development

Keller Williams Realty

- Managed & directed all aspects of site development, selection, construction coordination, site approval, and market analysis.
- Developed statistical benchmark program for existing units used to enhance new unit performance and site evaluation.
- Produced sites for 54 new units.
- Responsible for all deal-making and negotiations.
- Responsible for meeting tight development time-lines and meeting budgetary goals.
- Traveled within U.S. and Mexico in order to inspect and approve every deal, research, market penetration, existing store impact, and market modeling.
- Provided complete financial analysis for franchises and executives.