



INTRODUCING THE ULI'S  
**NEW REAL ESTATE VANGUARD**

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PRESENTED BY ULI EUROPE YOUNG LEADERS GROUP

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The Urban Land Institute (ULI) is the oldest and largest network of cross-disciplinary real estate and land use experts in the world. ULI is its members, with a mission of shaping the future of the built environment for transformative impact in communities worldwide.

The mission of the ULI Europe Young Leaders (YL) Group is to provide a unique forum for the European industry leaders of tomorrow. Through engaging with today's leaders and connecting local expertise with global knowledge, the group tackles the entire spectrum of real estate disciplines.

## Introducing the ULI's New Real Estate Vanguard

With the growth and professionalisation of the European real estate market an ever-growing pool of young talent is in the process of positively shaking things up. These individuals are already shaping the future of our industry, with their bold and innovative ideas, and will certainly have a major future impact on the communities we live in. In recognition of this dynamic group, the ULI Europe Young Leaders Committee - made up of future leaders of the built environment - has chosen to feature ten rising stars and launch an accompanying new podcast series this year. The mission being to highlight the achievements of these rising stars who have already made a notable difference to our industry: The ULI's new real estate vanguard!

## New Podcast Launch in 2021

To find out more about those who have been selected as ULI's new real estate vanguard, we have decided to introduce them through a podcast series that will run throughout 2021. Listen to each episode to hear how they have made a name for themselves already, and what more they hope to achieve in the future.

Details of how to download the podcast can be found at

[europe.uli.org/young-leaders](https://europe.uli.org/young-leaders)



## Tania Azad, Partner, Bohill Partners

Tania Azad is at the forefront of the real estate recruitment industry, blazing a trail for diversity and inclusion initiatives and acting as a mentor to rising talent. As a Partner at Bohill Partners, a specialist

executive search and advisory firm, she is responsible for the origination and execution of executive search mandates, with a focus on private equity, credit, special situations and advisory clients.

Tania has a number of repeat clients, completed numerous team-builds and touched the lives of countless people working in real estate. She has placed a lot of women, of multinational backgrounds, into roles including leadership positions where they have been highlighted as future industry leaders. She regularly hosts round table events to inform and harbour discussions within the real estate community and plays an important role in coaching professionals in their careers. Tania achieved a BA English Literature with Honours before starting her career in executive search and also worked as a journalist for W1 magazine.



## Mario Facchinetti, Founder PropTechMarket & VIEW2GO

Mario saw the need early on to raise awareness and acceptance of topics such as digitisation and innovation in Real Estate. This foresight allowed him to

bridge the established real estate world with start-ups and investors in different locations. Beside his own business, Mario has initiated numerous initiatives, like SwissPropTech and PropTechCanada, which focus on providing community sourced solutions offering digital efficiencies and innovation. In his pioneer role, he recognises the importance of speaking at industry events and sharing his knowledge as a lecturer at various Swiss universities.

Mario serves on numerous international advisory boards and is a welcome discussion partner on strategy committees. The leading trade magazine Immobilien Business ranked him among the 100 leaders of the Swiss real estate industry in 2017 due to his involvement in SwissPropTech.



### Edwina Governey, Chief Investment Officer, Hibernia REIT plc

Edwina Governey plays a prominent role at Hibernia REIT plc, where she is now Chief Investment Officer. Her real estate path began in London, where she completed

her Masters in Real Estate, Economics & Finance at the London School of Economics, before working for Resolution Property and Mountgrange Investment Managers.

In 2014 Edwina joined Hibernia's Investment Department in Dublin as an analyst, where she was able to focus her efforts on acquisition opportunities, valuation, strategy and investor relation activities. In recognition of her talent and contributions she was named CIO in 2019. She is a Member of RICS and the Society of Chartered Surveyors in Ireland.



### Alice Lamb, Deputy Chief Executive, LandAid

Alice Lamb has a track record of building long-term, mutually beneficial, strategic relationships, which has greatly benefited LandAid, the UK's property industry charity. LandAid unites the built

environment around one key issue – youth homelessness. Each year it invests valuable funds to provide accommodation for young homeless people right across the country, giving them the tools they need for a brighter future.

Alice has been at LandAid over three years and has in this time been instrumental in significantly increasing its income – this year, LandAid raised over £1 million through the COVID-19 Emergency Fund, which has given out emergency grants to over 70 charities – and improving its network of support from across the industry. She joined LandAid from Coram, the children's charity, where she was head of corporate partnerships leading the team successfully for five years. During that time, she tripled the corporate income and developed creative CSR projects to maximise the impact for vulnerable children. In addition to this, she managed the partnership with Club Peloton, helping to raise £1million from the property sector through combining cycling and networking.



### Reza Merchant, CEO & Founder, The Collective

At just 32, Reza Merchant has achieved outstanding success as CEO and founder of co-living pioneer, The Collective. The company builds, develops and operates design-led spaces to stay and live across a

growing network of global locations. Its unique approach centres on community and convenience, to provide its members with a better, more connected way to live in cities. The Collective opened its Old Oak location in London in 2016, and since then has launched two other large-scale co-living spaces in London's Canary Wharf - the world's largest co-living building - and New York in 2019. Its next building, The Collective Harrow, is set to open later in 2021.

Currently Reza is focused on the global expansion of The Collective, from offices in London, New York and Berlin. As of early 2021, it has 8,000 rooms in operation and under development across its portfolio. Merchant is also the founder of a philanthropic arm, The Collective Foundation, which extends the company's mission beyond The Collective's buildings, by working to create positive social and environmental impact for the communities and neighbourhoods they join.



### Inés Miró-Sans, Co-Founder, Hotel Casa Bonay

Inés Miró-Sans has been described as one of the most tireless and hard-working people that you are likely to meet. She is the co-founder of Casa Bonay — a hip and trendy boutique hotel in Barcelona,

which is an exciting collaboration between designers, artists, chefs, coffee roasters, architects, and more. The idea for Casa Bonay came to Inés at the early age of 12 when she was lucky enough to travel around the world with her grandma. Casa Bonay is one of the few boutique hotels changing the hospitality scene in Barcelona, creating unforgettable experiences and warming the hearts of guests.

Inés has successfully combined what she learned in the corporate world with a passion to create something exceptional for the benefit of the community around her. After picking up valuable hotelier experience at Ace Hotel in New York she decided that her hometown of Barcelona's hospitality sector needed a shake-up. In order to attract locals as well as tourists to Hotel Casa Bonay, Inés understood that her hotel had to become a local hub of creativity and design. Setting up in a renovated 19th century mansion and focusing on inputs from Barcelona based artisans she has not only built a unique hotel but also sown the seeds of a successful brand.



## Adam Targowski, Sustainability and Innovation Manager, Skanska

Adam Targowski is a proven leader in promoting sustainable development in the Central and Eastern Europe (CEE) region

and is active within many associated organisations including ULI, RICS and the Polish Green Building Council. He holds the position of Sustainability and Innovation Manager for Skanska's commercial development unit with operations in CEE and has been with the company for nearly eight years. In this role he is responsible for strategy development, setting up goals and KPIs for both business and projects alike.

With his multidisciplinary team, he creates value for Skanska customers, society as a whole and the environment. He has over 10 years of experience in engineering, consulting and real estate. Now his mission is to provide project support for the implementation of solutions that reduce the overall carbon footprint of new construction. He strongly believes that, in the long run, the best performing businesses will be ones managed in a sustainable way. For this reason, Adam is taking a passionate lead in driving the sustainability agenda in Central and Eastern Europe.



## Franz de Waal, Co-founder, Freiraum

Franz de Waal is a pioneer when it comes to disrupting retail. Franz co-founded Freiraum in 2019, a retail-as-a-service company with the mission to lead brick-and-mortar into the digital age of retail.

Freiraum is set to become a leading tech-enabled omnichannel platform for digital brands to operate their on- and offline distribution channels right from the palm of their hands.

Franz was previously at Tishman Speyer, where he started his career as an analyst in 2012. Over the course of his employment, Franz was predominantly involved in the acquisition, development and management of assets valued at approximately €2 billion in London and Berlin. Before his departure in 2018, Franz held the position of Senior Director responsible for the Berlin portfolio value at around €50 million as well as acquisition activities in around the German capital.

Franz was educated at King's College London and the University of Cambridge, where he graduated with an MPhil in Real Estate Finance. For his degree at Cambridge, he received the Alastair Ross Goobey and the Royal Institute of Chartered Surveyors Awards for the best overall performance.



## Marion Waller, Advisor to the Mayor of Paris

Marion Waller is an Advisor to the Mayor of Paris. She was previously advisor to Jean-Louis Missika, the deputy mayor of Paris – a role that put her at the forefront of urban planning, innovation and discussions on

the aesthetics of Parisian Real Estate. She significantly contributed to the launch and deployment of 'Reinventing Paris', the international call for innovative urban projects on 23 Parisian sites. Its success led to the idea being exported to other cities around France, as the 'Reinventing Cities' initiative.

Marion is both a leading figure in urban landscaping and academia. She has masters degrees in both Urban Planning & Contemporary Philosophy and is currently a lecturer on environmental ethics. She specialises in the relationship between people and the planet and has had a prominent role in various urban innovations including the implementation of the '15-minute city' concept. She also found the time to publish her first book called 'Artefacts naturels' in 2016 about Ecological Restoration and the ways of re-inhabiting nature!



## Jonathan Willén, Chief Executive Officer, Europi Property Group

Jonathan is setting his own path in the world of real estate investment. He is the CEO and co-founder of Europi Property Group (EPG), created in partnership with

Brunswick Real Estate Ventures.

As a pan-European real estate investment company based in London, EPG invests its dedicated capital in opportunistic deals across all sectors and geographies within Europe, typically alongside local asset management partners. Jonathan is viewed as a leading advisor and fund manager in the Nordics and until recently also served on the board of Sveafastigheter, a Swedish real estate company that owns, develops and operates multifamily residential properties.

Jonathan was previously a Principal in Blackstone's real estate private equity group. Before joining Blackstone, Jonathan was a Senior Associate at Goldman Sachs, focusing on cross-asset derivatives structuring and client trading. Prior to that, Jonathan worked at Morgan Stanley in the credit derivatives structuring group. Jonathan received a BSc in Economics with First Class Honours from the London School of Economics and Political Science, and a Master (MDesS) in Real Estate & the Built Environment from Harvard University GSD. He is an active member of the Harvard Alumni Real Estate Board.