

James W Rae

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Personal Profile:

A mature, highly motivated, seasoned and performance-driven serial Real Estate professional, who specialises in delivering vision, strategy and business transformation from within and out with the real estate sector. An influential leader and problem solver, with a proven successful track record of spearheading and transforming complex multi-million-pound real estate projects.

An astute, pragmatic and business visionary who can collaborate closely with businesses and senior leaders to deliver exceptional results. A natural people-person who has a proven ability to seize new commercial opportunities, whilst fostering mutually beneficial relationships based on trust, integrity and respect at all professional levels.

Key Professional Skills & Attributes:

- **Knowledge & Expertise:** Possesses over 30 years of global entrepreneurial expertise from within the Real Estate sector.
- **Leadership:** A strong, pioneering and proactive leader who leads with vision and purpose, a driven individual who is passionate in spearheading new and established businesses whilst empowering teams to reach their potential.
- **Commercial Acumen:** A forward-thinking, driven and commercially astute individual who is passionate in negotiating significantly large deals by adopting a 360-degree strategic approach and is able evaluate new global opportunities.
- **Relationship Management:** A well-connected, trusted advisor who endeavours to build solid long-term relations with Business Leaders, CEOs, Presidents, Local Authorities, Investors and Financial Institutions on the basis of trust and integrity.
- **Communication:** A seasoned, sharp and influential communicator who is able to negotiate strategically across a spectrum of diverse business audiences by displaying knowledge, subject matter expertise and authority.
- **Analytical:** A skilled analytical business professional who is able to read and decipher general business data, trends and patterns with a view to making sound and feasible business decisions.
- **Problem Solving:** A pragmatic and proactive problem solver who is able to establish the root causes of all issues in a direct manner by drawing upon personal experience and the expertise of others.
- **Emotional Intelligence:** An open and enthusiastic individual who is experienced and passionate in working with people from diverse cultures and backgrounds by displaying respect, understanding and empathy.

Professional Career History:

Investment Director 2020 – Present

- Origination, acquisition and management of joint venture to deliver large mixed-use development in South West of England.

Investment Director, Commercial Real Estate 2019 – March 2020

London Wall, Mayfair

- Charged with creating the investment arm of the firm for real estate direct investment, guiding the long term strategy, raising senior and private client equity and debt. Swift origination of £300m pipeline. First £30m closure pre-covid.

2017-2019

Prepared bid for M&A of national land holding company.

Consultant. 2013-2017

Rationalised and increased existing property portfolio of UK agricultural college. Advised on the £100m private/public fund raising and general development strategy of a new, state of the art, Agricultural College Campus and 60,000 sq. ft. green sector business hub on the 122 hectares. Worked closely alongside the CFO on the overall strategy and direction of the project. Created the site's first tenancy and revenue stream through the introduction of 65-acre solar park.

Investment Director 2010 – 2012

- Acquired former Kwik Save distressed asset site from National Australia Bank.
- Achieved change in planning and was subsequently sold to Sainsbury.

Consultant 2009 – 2010

Clydesdale Bank

- Appointed as Consultant to advise the senior management team on strategy for the maximisation of toxic property portfolio.

Consensus Business Group, Mayfair, London 2003 – 2009

CEO CERET (Consensus Environmental Real Estate Team)

- Business development across all property related disciplines including the acquisition and funding of commercial property.
- Creator of Commercial Department within Owner's Provident ground rent company with the sole objective of monetising the value enhanced opportunities presented within a ground rent portfolio over and above traditional income streams.
- Origination of UK's first and largest ground rent output agreement with Taylor Wimpey.
- Spearheaded green technology, renewable energy and utilities, creating synergy with the commercial and residential property sectors as income streams.
- Invested £100m in solar parks in Germany with Investec as a test of the real estate funding model in the energy sector.

- Lectured on financing renewable energy within the residential market to the Foundation for Science & Technology at the Royal Society
- http://www.foundation.org.uk/journal/pdf/fst_19_09.pdf
- Represented Ceret/Consensus at, industry leading, Michelin Bibendum Challenge 2006. www.michelinbibendumchallenge.com
- Represented Ceret/Consensus at the first World Future Energy Summit 2008
- www.worldfutureenergysummit.com

Director, PSG Solutions PLC, London 2006 – 2009

- Appointed as Director of public company (FSA approval requirement), representing Consensus Business Group.
- Brief to actively contribute to the strategic direction of the company to improve the company's position and share price.

Investment Director 2006-2008 (whilst with Consensus, above, and beyond that remit)

- Joint venture partner with Bank of Scotland, on a 9-acre redevelopment site in Scotland and 12-acre industrial investment in the West Country. Both disposals, 2008.

Investment Director, Commercial Real Estate. London 2000 – 2003

Buckingham Securities Holdings

- Successfully originated, acquired and funded property portfolio circa £1.5bn;
 - Queensmere Shopping Centre (Acquired from Hammerson, £105m) and subsequently the adjoining Observatory Shopping Centre with a view to redevelopment of both. Funded through HBoS in conjunction with Soc Gen and syndicated to six banks.
 - New Court/Carey Street. Office block with view to development.
 - Park Street, Mayfair. 4&5 Queen Street. Corner Block, Mount Street. Chesterfield Hill all Mayfair.
 - Rutland House, Birmingham. Investment property.
 - Office Block, Park Lane, Wembley

Key high-profile planning achievements;

- The former 'In and Out Club', Piccadilly (grade 1 & II listed). 101 key hotel with associated planning swap on No's 4 & 5 Queen Street and 68 Mount Street. Approved 2002.
- Mentmore Towers, Buckinghamshire (grade 1 listed). The former Rothschild's country home. Planning approved for luxury Hotel, including large undercroft extension. Approved 2002.
- Park Lane, Wembley. Office and retail, 275,000 sq. ft. over 17 floors. Approved 2002.
- 4&5 Queen Street, Mayfair. Commercial to Residential conversion.
- Mount Street, Commercial to Residential conversion.

Consultant, London 1999 – 2000

- Consulted for Bank of Scotland, advising on maximisation or disposal of toxic assets within distressed property portfolio. Similar brief as RBoS.

Consultant, London 1995 – 1999

- Consultant for Royal Bank of Scotland, SLS Dept. on the maximisation or disposal of toxic assets within the distressed property portfolio throughout the UK. (iro £2bn). Significant value creation. Personally responsible for the positive outcome on some 350 wide ranging assets across all sectors.

Investment Director, London 1992 – 1995

- Spearheaded student letting portfolio in joint venture with Regis & Regis. Subsequently sold to NCB.
- Other achievements include the purchase and refurbishment of distressed residential properties.

Principal, London 1991 – 1992

- Oversaw the management of a small commercial property investment company for acquisition and disposal.
- Key successful investment projects including, for example, Woolworths, Carlisle. Purchased for £960k sold £1.4m in four months.

Investment Director, South West 1985 – 1990

- Built a number of key residential developments, which included houses, estates and apartment blocks.

Principal, South West 1980 – 1985

- Built successful property portfolio purchasing and refurbishing individual residential properties.

Audio Engineer, London 1976 – 1980

Studied audio engineering in Mile End, London.

Education & Training:

Allan Glen's School of Science & Technology, Glasgow 1970-75
Scholarship – Secondary Education

Hobbies & Interests:

Golf | Shooting | Family

Further Information

www.jameswrae.com

References Available