

# Javier Martín Banderas

Contact: [jmartin@salix.pro](mailto:jmartin@salix.pro) ; (+34) 649 930 223

---

## PROFILE

---

Over 25 years experience in consulting and real estate development companies, occupying executive management positions as well as a long-standing member on several Boards of Director.

Proven strategic business planning skills with expertise of corporate finance in the real estate industry together with the experience in setting up different joint ventures with other RE and non-RE players. In addition, I was cofounder of an international consultancy company focused in large scale affordable housing projects in developing countries.

---

## EXPERIENCE

---

- |                                     |  |               |
|-------------------------------------|--|---------------|
| <b>03/2019 -</b>                    | <b>COLLIERS INTERNATIONAL</b><br><i>Senior Advisor</i>   | SPAIN         |
|                                     | Provide real estate expertise in order to strengthen the Company market position. Setting up and managing a new service within the Company: Legal Assets Recovery.<br>Spain Steering Committee member.   |               |
| <b>07/2018 -</b>                    | <b>SALIX ADVISORY</b><br><i>Managing Director</i>  | SPAIN         |
|                                     | Consultancy company focused on complex real estate deals as well as bringing strategic business development to real estate companies.  |               |
| <b>10/06-7/2018</b><br>7/15- 7/2018 | <b>GALIA GRUPO INMOBILIARIO, S.A.</b><br><i>Managing Director</i><br><u>Re-starting core activity</u>  | SPAIN         |
|                                     | Once the Company's financial situation had been stabilised, efforts are re-directed to reactivating the traditional property business: new housing developments (+600 units), owned CRE management (GLA +25.000 sqm) and third parties project management (projects size +€300m).  |               |
| 01/10 – 6/2015                      | <u>Crisis</u><br>Consolidating three property-company groups into one: reaching balance sheet size of over €1.000m, integrating a team of 74 people, restructuring company debt (cutting it down €800m) and starting an international business branch.   |               |
| 10/06 - 12/2009                     | <u>Initial phase</u><br>Managing a leading company in the South of Spain (7.200 units sold   5 million sqm land developed   65.000 sqm office buildings) in order to professionalise its governance, planning its growth and, as a consequence of the financial crisis, adapting its activity.   |               |
| <b>3/12- 7/2018</b>                 | <b>ATLANTICA PLATFORM</b><br><i>Cofounder and Partner</i>  | INTERNATIONAL |
|                                     | Integrated design and management services consultancy mainly focused on developing large scale affordable housing projects (+3.000 units/project) in emerging markets. Company competitive advantage is based on an internally developed technological tool and owned IP.<br>Projects in Russia (Moscow, Saint Petersburg), Byelorussia (Minsk), Kenya (Nairobi) and several locations in Morocco. |               |
| <b>4/01- 09/2006</b>                | <b>INMOAVANCE SLU (Grupo RUSVEL)</b><br><i>Manager</i>   | SEVILLA       |
|                                     | Became Manager of a recently set up property company belonging to a leading construction company. In 2005 the property business profits were higher than the sum of Group's other 10 companies.<br>Member of the Group Steering Committee.   |               |
| <b>09/95- 03/2001</b>               | <b>SODYSA CONSULTORES SL (Grupo IDOM)</b><br><i>Project Manager</i>  | SEVILLA       |
|                                     | Acting as Chartered Building Surveyor as well as Project Manager in both residential and industrial new developments.<br>This consultant company -over 50 employees- was acquired by the Idom Group in 1999.   |               |

<b>11/94-08/1995</b>	<b>COBALEDA CyR SA</b> <i>Bid Manager</i> Construction company where I was responsible for submitting binding offers on public tenders regarding rehab projects of existing buildings.	JAÉN
<b>06/93-10/1994</b>	<b>SODINUR SL</b> <i>Quantity Surveyor</i> Construction costs estimating, procurement advice and assistance during the tendering procedures. After a merger process this company was renamed as Sodysa Consultores SL	SEVILLA

---

### EDUCATION

---

2017	PLATFORM DESIGN TOOLKIT From design to prototype	BARCELONA
2014	INSTITUTO INTERNACIONAL SAN TELMO Leading our companies to last	MOSCOW
2011	INSTITUTO INTERNACIONAL SAN TELMO Doing business in the new digital age	SEVILLA
2008	DELOITTE & SPENCER STUART XV Directors Program	SEGOVIA
2001 & 2006	IESE Programas Enfocados Perfecting Property Management   Negotiate Effectively	MADRID
2002 – 2003	INSTITUTO INTERNACIONAL SAN TELMO Programa Intensivo de Desarrollo Ejecutivo (PIDE IX)	SEVILLA
1989 - 1993	UNIVERSIDAD DE SEVILLA Arquitecto Técnico	SEVILLA

---

### MISCELLANEOUS

---

Media	Makes regular appearances both in the general media and specialist publications Speaker at real estate forums and events
Advisory Board	Advisory Board member of the real estate publication Andalucía Inmobiliaria
Lecturer	Gave lectures at CajaSol Business School and Fundación FIDAS (COAS)