

# Oana SIRBU

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## EDUCATION

### INSEAD

France / United States  
2018 - 2019

#### MBA Class of December 2019

- Recipient of 2 scholarships: Helmut Meier Scholarship for Women from Central and Eastern Europe, and Romanian Education Trust & INSEAD Alumni Association Romania
- Revitalized the Real Estate Club as Co-President, led treks to Paris and London to meet 10+ key market leaders
- Represented INSEAD at Bocconi Finance Challenge (2<sup>nd</sup> place)
- Wharton exchange student

### Bucharest Academy of Economic Studies

Bucharest, Romania

#### MSc in Marketing Management

2009 - 2011

#### Bachelor of Business Administration

2006 - 2009

- Elected to lead a team of 20+ students and cornerstone project for AIESEC, with ca 4,500 participants and €70K budget
- Study scholarship for academic excellence, diploma paper graded with 10 (scale 1-10)

## EXPERIENCE

### EMAAR INTERNATIONAL

Dubai, UAE

*International investment arm of the leading property developer in the Middle East*

#### Global MBA Summer Intern

2019

- Screened investment opportunities, reviewed feasibility plans and development financial models, and provided investment committee recommendations for large mixed-use projects worth 5bn+ in key markets (Kingdom of Saudi Arabia, Egypt, Turkey, India)
- Monitored country performance and assessed strategic alternatives to improve bottom line; proposals made for KSA, Turkey and Egypt received a green light from top management

### CBRE

Bucharest, Romania

*Leading commercial real estate services and investments firm, with \$21.3 bn revenues in 2018*

#### Senior Advisor

2015 - 2018

- Closed complex relocation, market entry, and cost-optimization transactions, 65% generated through locally crafted strategies, 35% by leading multidisciplinary international teams
- Drove end-to-end office leasing process of "Best Bucharest Office Building 2017", as distinguished by CIJ Journal; exclusive market advisor to sign blue chip tenants for trophy property
- Led pitch team to win sole representation for real estate development of leading family office, with assets of €1B
- Mentored 3 junior hires on understanding local real-estate market, transactions management, and career development
- On-going (project-based): advising Middle East REPE on acquiring properties in Romania

### Colliers International

Bucharest, Romania

*Global real estate services organization with 500 offices in over 65 countries*

#### Associate

2011 - 2015

- Created and executed business development plans for commercial real estate assets during economic downturn and internal leadership crisis, being ranked yearly in top 10 consultants company-wide
- Negotiated 30+ transactions between tenants and landlords, 70% based on self-driven client outreach initiatives, 20% referrals, and 10% corporate account management
- Received multiple company-wide performance awards, leading to three high profile leadership development program assignments: Canada (2012), Russia (2013), Poland (2014)
- Conceived an induction guideline and learning programs for new hires, to provide structure and ramp-up

#### Business Analyst

2009 - 2011

- Built reference pitchbooks, initiated and executed strategy and marketing materials for 200+ clients, and created new financial analyses templates to improve service level
- Performed extensive market research studies, leading to increase of new clients pipeline at a rate unmet by succeeding analysts (300% on a comparable basis)
- Generated results outside day-to-day role: sourced one of top two largest transactions in 2010

## ADDITIONAL INFORMATION

**Volunteering:** promoted real estate careers as a Campus Ambassador for CoreNet's Academic Challenge; mentored high-school and college students looking to build impact driven enterprises in the Social Impact Award competition; AIESEC leader in university; independent charity - inspired a chain reaction among friends and colleagues by donating birthday, leading to seven social causes being supported

**Nationality/Work authorisation(s):** Romanian; EEA and Switzerland

**Languages:** Romanian (Native), English (Fluent), Spanish (B1 Intermediate), German (Basic)

**Computer Languages/Technical Competencies:** MS Office, R, Argus (in training)

**Professional Affiliations:** CoreNet Global, Urban Land Institute

**Other Certifications:** Master in Corporate Real Estate (awarded by CoreNet Global)