

# CURRICULUM VITAE

## **I Personal information:**

---

Name:	M. (Maarten) J.H. Prins	Sex:	male
Address:	489/82 Baan Klang Muang, On Nut-Wongwaen	Marital status:	married
City/postcode:	Lat Krabang, Bangkok 10520	Date of birth:	4 <sup>th</sup> December 1974
Country:	Thailand	Place of birth:	Assen, Netherlands
Mobile phone:	+66-99-332 3366	Nationality:	Dutch
E-mail:	maarten_prins@hotmail.com		

## **II Education:**

---

April 2010: Investment Management Certificate (IMC), CFA UK, United Kingdom.  
2004-2007: Master of Science in Real Estate (main point: real estate investment), Amsterdam School of Real Estate (University of Amsterdam), Netherlands.  
1996-2001: Master of Arts in German languages, University of Amsterdam, Netherlands.  
Additional subjects in Management & Organisation.  
1994-1996: Commercial economics, Hanzehogeschool Groningen, Netherlands. Prelim. exam in 1995.  
1987-1994: Secondary school (Atheneum), Dr. Nassau College, Assen, Netherlands.

## **III Vocational experience:**

---

07/2015-Now: **Jones Lang LaSalle (Thailand) Limited, Bangkok, Thailand.**  
Position: Head of Capital Markets.  
Contents: In- and outbound real estate advisory services and brokerage to corporate and retail investors as well as team management responsibilities, including:  
a. Commercial and residential real estate advisory and brokerage to Thai investors in the UK, Continental Europe, ASEAN and other markets;  
b. Commercial and residential real estate advisory and brokerage to overseas investors in Thailand;  
c. Debt and equity capital markets advisory;  
d. Management and mentoring of team members; and  
e. Team representation in meetings with JLL Thailand's other business heads.

01/2013-06/2015: **Palmer Capital Nederland N.V., Amsterdam, Netherlands.**  
Position: Manager Special Projects.  
Contents: Driving new business initiatives and projects aimed at enhancing Palmer Capital's Continental European assets under management, client base and revenues, including:  
a. Product development and capital raising for new global property fund initiatives;  
b. Sourcing and execution of Continental European real estate acquisitions with a particular focus on Germany and the Benelux; and  
c. Pitching for Continental European asset management mandates with a particular focus on Germany and the Benelux and responsible for asset management of mandates won.

09/2011-12/2012: **Sienna Capital Partners LLC, New York City, United States.**

Position: Consultant.

Contents: Sourcing indirect investment opportunities in funds and other types of real estate vehicles in Europe on behalf of opportunistic investors. These opportunities include:  
a. Recapitalisations of existing funds or other real estate vehicles; and  
b. Secondary investments in existing funds or other real estate vehicles.

09/2007-08/2011: **Aviva Investors, London, United Kingdom.**

Position: Assistant Fund Manager.

Contents: Within Global Real Estate Multi-Manager team responsible for sourcing, analysing and recommending unlisted European real estate funds and managers, including:  
a. Effective and timely implementation of client strategies in Europe;  
b. Managing client portfolios within the parameters of mandates; and  
c. Qualitative and quantitative analysis and due diligence of funds and managers.

08/2005-08/2007: **ING Real Estate Investment Management, The Hague, Netherlands.**

Position: Senior Investment Analyst.

Contents: Strategic and tactical advisory for Real Estate IM and Finance business lines, including:  
a. Analysing real estate drivers and signalling and recommending market opportunities in European and Asian real estate sectors (e.g. Corporate Real Estate);  
b. Qualitative and quantitative research in both Europe and Asia; as well as  
c. Conducting, coordinating and supervising market studies including Dutch View, ING Real Estate's first vision on the Dutch real estate market.

02/2001-07/2005: **Eurohypo AG, Frankfurt am Main, Germany and Amsterdam, Netherlands.**

Position: Loan Manager.

Contents: Within bank's Foreign Department responsible for underwriting credit facilities to both institutional and private real estate investors, international and Dutch. This included:  
a. Underwriting new credit facilities and managing existing client portfolio; and  
b. Due diligence on and recommendations of new requests (including site inspections) as well as contractual negotiations.

11/1999-02/2002: **Cushman & Wakefield, Düsseldorf / Frankfurt am Main, Germany.**

Contents: Internship within Valuation and Advisory Services Department.

#### **IV Computer skills:**

---

Microsoft Office: MS Word, MS Excel, MS PowerPoint and MS Access.

#### **V Language skills:**

---

Dutch: Native	German: Fluent
English: Fluent	Thai: Good

#### **VI Professional courses:**

---

Real estate valuation, financial accounts analysis.

#### **VII Hobbies:**

---

Hockey, tennis and squash.