

MARCOS CZAYKOWSKI

MSC. IN FINANCE & INDUSTRIAL ENGINEER

SUMMARY

I am an Industrial Engineer with experience in the evaluation and execution of projects end to end in a challenging macroeconomic context.
I have worked as a Contractor developing real estate projects and gained experience in the international financial markets as a Financial Investor. Due to my experience, I can evaluate both, the economic and financial aspects of a project so that I can foresee its sensitivity to these variables.

EDUCATION

>Engineering degree, Industrial Engineer - Universidad Tecnológica Nacional [2008 - 2016]
>Master, Master of Finance - Universidad Torcuato Di Tella [2016 - 2018]

PERSONAL INFORMATION

>Roque Saenz Peña 3304, Olivos.
>Date of birth: April 10, 1984.

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EXPERIENCE

Philips Argentina - Facility Manager Argentina, Colombia and Peru
JAN 2018 - TODAY

>Transactions: management of the RE portfolio (buy/sale); analysis of the lease contracts of each country with its subsequent negotiation/negotiation of new lease contracts.
+Achievements: sale of 2 properties of Philips del Paraguay; multiple successful negotiations and renegotiations of rental agreements in AR, CO and PE – including flexible co-working space offices-.

>Projects: analysis of local needs for workspaces depending on growth projections and the subsequent creation of projects to bring solutions; RFS for projects; management of M&A processes from a RE standpoint; analysis and execution of Philips environmental policies together with the Environmental Affairs area; knowledge of building codes.
+Achievements: RFS for more than USD 1.5M; conformation of the RE structure of Philips Domestic Appliances together with its relocation; adaptation of the former Philips building of 10,500 m2 to current building codes through the development of civil engineering works; a total of 5,000 m2 of projects executed -including datacenters-; successful closure of contaminated sites before the Environmental Protection Agency.

>Facility Management: management for the services EH&S, Maintenance, Security, Cleaning Services, Data cabling and General Services; preparation of the annual budget; identification of activities with and without added value; generation of way of working manuals as part of a standardization of the service; development of key performance and financial reporting; permit requirements. I also worked with Chile and Puerto Rico. Today, my team consists of 15 people in different countries.
+Achievements: identification of activities without added value with savings of 10% YoY; generation of various way of working manuals such as reception functions, sale process of fixed assets (including cars), among others.

LANGUAGE

> Spanish (Native or Bilingual)
> English (Native or Bilingual)

Philips Argentina - Analyst in Philips Real Estate

NOV 2016 - DEC 2017

>Transactions: management of a portfolio of 5,000 m2 of Philips AR rental spaces to different tenants, including the negotiation of rental contracts and billing.
+Achievements: Due Diligence sell side of the Philips Argentina building to IRSA PC for USD 29M.

>Projects: analysis of local need for workspaces depending on growth projections and the subsequent creation of projects to bring solutions; RFS for projects; management of M&A processes from a RE standpoint; analysis and execution of Philips environmental policies together with the Environmental Affairs area; knowledge of building codes.
+Achievements: RFS for more than USD 1M; analyst in the conformation of the RE structure of Philips Lighting -now Signify- together with the relocation of the offices; monitoring and execution of office projects for a total of 2000 m2-; coordination of environmental site remediation as part of obligations within the AR property sale.

>Facility Management: contract analyst for the services EH&S, Maintenance, Security, Cleaning Services, Data cabling and General Services; analyst for the preparation of the annual budget for the area; identification of activities with and without added value; monitoring of key performance/impact indicators – KPIs- of the area and financial reporting; permit requirements.
+Achievements: identification of activities without added value, cutting 7% of the annual budget YoY with no impact on the users.

Freelance, self-employed - Financial Investor

JAN 2013 - SEP 2016

Management of my own and third party funds. My role was to shed some light in an environment of great uncertainty to position my portfolio and/or recommend others. Local and offshore portfolios.

>Understand the correlation between the Fed Fund yield curve, the multilateral exchange rate that Argentina has with other major economies -such as Brazil-, commodity prices, exchange rates, etc. to predict possible outcomes.
>Understanding of the current local regulatory architecture, main stakeholders and regulatory measures: Communications from the Central Bank of the Argentine Republic, Single Free Exchange Market (MULC), Settlement and Clearing Agents (ALyC), etc.
>Instruments and shares of local and foreign fixed income.
>Qualitative models to predict future results.

+Achievements: Outperformed the benchmark S&P 500 index.

Freelance - Real Estate Contractor

JAN 2005 - DEC 2011

Development alongside with the client of different types of real estate projects. Economic and financial evaluation, coordination of activities, budgeting, management and monitoring of purchases and permits.
+Achievements/Largest projects developed:
2010-2011 Project: redevelopment of a 420 sqm building.This redevelopment was intended for a bank and considered a roof top-type centralized conditioning system –HVAC-. Financial evaluation of the project with Oracle Crystal Ball. Escobar, Buenos Aires.
2008-2009 Project: 3 apartment complex, 300 sqm in total. Escobar, Buenos Aires.
2006-2007 Project: 2 apartment complex, 250 sqm in total. Escobar, Buenos Aires.
2005-2005 Project: 2 apartment complex, 150 sqm in total. Escobar, Buenos Aires.

Certifications

2017 PROGRAM: Facility Management: Property and asset management - Universidad de San Andrés.
2015 PROGRAM: Preparation for the certification of Project Management Professional (PMP) - The Certified Associates in Project Management (CAPM) PMI.
2014 INTENSIVE COURSE: Best practices for enhance the business with options - Instituto Argentino de Mercado de Capitales.