




Cha Carbonell, MCR.w

EXECUTIVE DIRECTOR

Transactions and Advisory Services

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KEY PROJECTS

Medtronic

General Electric

Roche

Cemex

Alorica

Sykes

Royal Caribbean

Cha Carbonell is an Executive Director and head of the Transactions and Advisory Services team for KMC. She has over ten years of Corporate Real estate experience.

As part of KMC's executive committee, she is involved in the company's strategic growth YoY and is responsible for half of the company's revenue. She also tracks the company's performance and P&L. Cha came up and executed company strategies, processes, generated clients and has helped build the company from scratch. One of her many contributions to KMC is setting up the financial business model of KMC's sister company, KMC Solutions, that helped companies in the Philippines get more flexibility in their real estate requirements.

As the Transactions and Advisory Services lead, Cha works with client requisites and provides a high-level real estate strategic analysis. She is well-versed in the corporate real estate market financial analysis and negotiation of lease terms and conditions. She also jumpstarts the assessment of the client's current situation and is responsible for the overall development of strategy, ensuring that there is a constant synergy between the needs of the client and KMC's deliverables.

Cha is a licensed real estate broker, a candidate for MBA and has a Master of Corporate Real estate – a designation which only a handful of professionals in the Philippines were able to attain. In 2017, Cha was awarded by CoreNet (the biggest Corporate Real Estate Network worldwide), the Gordon Wyllie's Young Leader of the Year beating other young professionals all over the world.

Prior to joining KMC, she was an investment consultant for a major real estate developer in the Philippines. She handled office leasing and dealt with various locators in the company she represented.

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