



Cha Carbonell, MCR.w

CHIEF OPERATING OFFICER

 (+63) 2-8403-5519 

 cha@kmcgroup.com 

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KEY PROJECTS

Medtronic

General Electric

Roche

Cemex

Alorica

Sykes

Royal Caribbean


Cha Carbonell is KMC's Chief Operating Officer. Prior to her appointment, she is one of the company's Executive Directors for Transactions and Advisory Services. She also heads the Finance Department and Human Resources. With over 10 years of experience in Corporate Real Estate, Cha spearheads in closing deals and forging strategic partnerships with local and international companies and occupiers. 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 is involved in the company's strategic growth and is responsible for half of the company's revenue.

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.

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. She is a licensed real estate broker, a candidate for MBA and has a Master of Corporate Real Estate, specializing in Workplace Strategy— a designation which only a handful of professionals in the Philippines were able to attain.

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.

KMC Savills Inc.
11/F Sun Life Centre
5th Avenue Corner Rizal Drive
Bonifacio Global City,
Philippines 1634

(+63) 2 8403 5519 
info@kmcgroup.com 
kmcgroup.com 