ANDRÉ TAVARES MENDES

São Paulo – SP
andre-mendes.com | linkedin.com/in/andretavaresmendes
REAL ESTATE DEVELOPMENT | PROJECTS | PROPERTY

QUALIFICATIONS SUMMARY

- 15 years of experience in Real Estate Development, Design (construction), Permitting and Real Estate Structuring;
- Experience across the full real estate cycle, with solid knowledge of Real Estate and of the interface with new business, development, design, permitting, finance, legal, marketing, sales and construction teams;
- Management of projects and cross-functional teams in construction across the residential, commercial and corporate segments, results-oriented and supported by indicators and data;
- Structuring and financing of land subdivision and development projects, as well as the creation and development of neighborhoods with retrofits, expansions and new construction, including homes, offices, shopping malls and convention centers;
- Liaison with public and private bodies and stakeholders for project approval at all levels (federal, state and municipal), with emphasis on land subdivision, zoning and land use, building codes, environment and historic heritage;
- Proficiency in AutoCAD, Revit, Navisworks, SketchUp, Viabil and the advanced Office suite (Excel, Project, Power BI and Copilot).

EDUCATION AND LANGUAGES

- MBA in Real Estate - Polytechnic School of the University of São Paulo (Poli-USP), 2022
- Bachelor's Degree in Architecture and Urbanism - Faculty of Architecture and Urbanism, USP (FAU-USP), 2011
- Advanced English and intermediate French

PROFESSIONAL EXPERIENCE

TRINUS CO *(Portfolio management of Real Estate Investment Funds)* **09/2026 – present**
Real Estate Development Manager
- New portfolio management strategy for Real Estate Investment Funds.

STEELCORP *(Industrial company that manufactures and builds in light steel frame, Roberto Justus group)* **08/2025 – 07/2026**
Real Estate Development Specialist
Reports to the President. Directly manages 2 professionals and about 10 indirect reports
- Preparation of the business plan for a joint venture with a technology startup focused on land-subdivision developments;
- Analysis and improvement of the company's product portfolio, seeking alignment with market demand;
- Alignment with the sales team for assertive prospecting of land and partners;
- Structuring of a residential development team covering high-, mid- and low-end segments.

TECVERDE ENGENHARIA *(Industrial company that manufactures and builds in light wood frame, Arauco group)* **12/2024 – 06/2025**
Real Estate Development Manager
Reports to the Commercial Director. Directly manages 4 professionals and about 8 indirect reports
- Creation of a development department and development of mid- and high-end residential projects;
- Acquisition of landbank (land for real estate development) to feed the factory's allocation pipeline;
- Design of products adapted to Light Wood Frame technology;
- Prospecting of developers and builders for commercial partnerships in structuring projects;
- Hiring and supervision of the real estate development team in Campinas and Campos dos Goytacazes;
- Approval of the business plan by the Board, implementation of routines and planning of the real estate development department, structuring of three high-end projects in São Paulo.

CIDADE CENTER NORTE *(Conglomerate comprising a developer, shopping malls and an expo center, Baumgart group)* **03/2021 – 09/2024**
Architecture, Permitting and Property Manager *(12/2023 – 09/2024)*
Reports to the Real Estate Development Director. Directly manages 7 professionals and about 60 indirect reports
- Responsible for the expansion plan, for the development of residential, commercial, corporate and institutional projects, for the approval and regularization of projects and developments, and for the property strategy;
- Revision of the Masterplan for the 600,000 m² owned by the Baumgart Group;
- Land and building regularization of all existing assets, ensuring risk mitigation;
- Environmental management of the properties, focusing on subsurface methane and full regularization with CETESB;
- Creation of a permitting team specialized in approvals, regularization and property management.

Projects Coordinator *(10/2022 – 11/2023)*
Reports to the Real Estate Development Director. Directly manages 2 professionals and about 30 indirect reports
- Master Plan for Shopping Center Norte, covering expansions and construction of residential and commercial towers;
- Master Plan for Shopping Lar Center, including modernization, land subdivision, residential towers and deck-parking;
- Master Plan for Expo Center Norte, focused on modernizing the pavilions and creating an indoor arena, a hotel and deck-parking;

- Master Plan for Novotel Center Norte, considering the retrofit of the hotel into a hospital and the development of residential towers, schools and deck-parking;
- Creation of a projects team focused on urbanism, product development and real estate development.

Real Estate Development Specialist *(03/2021 – 09/2022)*
Reports to the Executive Real Estate Development Manager. Manages about 20 indirect reports

- Revision of the Masterplan for the 600,000 m² owned by the Baumgart Group;
- Conceptualization of the mix of developments that will make up the new planned neighborhood;
- Participation in and support for the creation of the regional stakeholder engagement group called ATIVA ZN.

P3URB ENGENHARIA *(Boutique real estate fund for consulting, litigation, land subdivision and development)* **07/2018 – 03/2021**
Associate Consultant
Reports to the Owner Partners

- Technical consulting for different types of business: residential, corporate, commercial and infrastructure;
- Participation in Quinta Madalena, the first Social Housing (HIS) building in Vila Madalena, São Paulo;
- Development and operation of Vila das Corujas, a residential rental development in Vila Madalena;
- Support in the negotiation between the owner and the developer of a luxury residential condominium in Real Parque;
- Environmental remediation, residential project approval and court negotiation with the heirs of a former solvent factory site in Tatuapé, São Paulo;
- Environmental remediation and development of a large HIS residential project located in Liberdade, São Paulo;
- Structuring of more than 10 developments in partnership with the developers Exto, Diálogo and Tarjab;
- Landbank analysis for an electric power transmission utility: definition of profit prioritization for real estate development at each asset and coordination of municipal legislation changes that increased property value;
- Investment in and support for approval strategies of the scalability proposal for the Vila Butantã food court;
- Equity participation in the structuring of the Cidade Tecnológica land subdivision in São José dos Campos – SP;
- Advisory on a profitability study: analysis of the subdivision of a large remaining tract in Ribeirão Preto, indicating recommended uses and approval strategies.

ADMS Construtora *(Builder of developments for the Minha Casa Minha Vida housing program)* **07/2014 – 07/2018**
Projects Coordinator
Reports to the Construction Director. Directly manages 4 professionals and about 30 indirect reports

- Company pipeline: evaluation of land brought by intermediaries, going through successive feasibility analysis stages until the actual acquisition of the property for development;
- Management from preliminary design to release for construction, including approval of the legal project;
- Permitting in several municipalities, such as Campo Grande (MS), Três Lagoas (MS), Extrema (MG), São Paulo (SP), Diadema (SP), Cajamar (SP), Cabreúva (SP), Sorocaba (SP), Lins (SP) and Penápolis (SP);
- Field follow-up to correct errors, systematize KPIs and promote continuous improvement;
- Collaboration with the customer service team, providing projects and guidance on warranties.

MUNICIPAL HOUSING SECRETARIAT OF SÃO PAULO **07/2011 – 04/2014**
Architect and Urban Planner
Reports to the Projects Coordinator. Directly manages 2 professionals and about 100 indirect reports

- Work in the Butantã, Campo Limpo, M'Boi Mirim and Capela do Socorro sub-prefectures, supporting the slum upgrading works at Jardim das Rosas, Jardim Irene, Parque Fernanda, Real Parque and Paraisópolis;
- Follow-up of the slum upgrading projects at Água Podre, Real Parque and Sapé;
- Coordination of the renovation of the Cingapura, Arpoador, Camarazal, Jardim do Lago and Uirapuru housing complexes;
- Management of the projects for the Córrego dos Freitas and Córrego Jardim Ibirapuera sub-basins.