

Workplace

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My best day

Mark Kleinman, director at James Andrew International

We used to advise advertising firm Saatchi & Saatchi, where Martin Sorrell was finance director.

In 1985 he left to set up WPP and needed an office for three people.

In July of that year I acquired his first office, a 650 sq ft unit in a basement in Lincoln's Inn Fields, from where the company grew into a multi-billion-pound advertising giant. That was my best day, as I have acted on his behalf ever since, acquiring more than 500,000 sq ft of properties in the process.

As a result of this I am also involved with other media companies such as Ogilvy, J Walter Thomson, Grey and Mindshare.

My worst day

In September 1980, when I had just joined as a trainee at James Andrew International, I accompanied my colleague for a viewing of a car showroom in Croydon.

The French car manufacturer, Renault, was interested in buying the unit, which we were selling on behalf of Heron International.

As we were walking towards the showroom my colleague was asked by someone for directions to the car park. As he pointed to the area in question he inadvertently poked me in the eye with his finger, leaving it bloodshot and resulting in temporary blindness.

Then, when I later turned around to exit the showroom I hit my head and nose on a corrugated temporary door. I was badly bruised and my shirt, tie and suit were covered in blood.

Renault did not buy the building in the end, and I don't know if my being covered in blood had anything to do with it. I came back to the office looking like I had been in a fight with Mike Tyson. ■

Diary of a real estate student

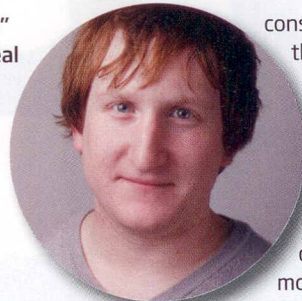
As part of *Property Week's* "adoption" of London South Bank University's real estate masters course for 2011, we are documenting the trials and tribulations of five of its students. This is the first of 23-year-old Joe Valley's monthly updates

"Unfortunately, on this occasion your application has been unsuccessful."

For me this was an early Christmas present from a global real estate firm arriving in my inbox on Christmas Eve. The Office for National Statistics says graduate unemployment is at its highest rate in more than a decade, and double the rate before the start of the recession. So I feel it is essential to be patient and persistent. Further, I prefer to focus my attention on the markets, and look forward to being involved in prime rents returning even more strongly in the City and West End in 2011.

My enthusiasm and determination to forge a career in property is because of the pace, competition and opportunity to be part of the industry's physical fabric. For this reason I'm glad to be studying such a comprehensive course at London South Bank University.

This is not only because of the professional accreditation gained but, during a 7 pm lecture in landlord and tenant valuations, it is somewhat refreshing to check the weekly update on the



construction of the Shard building out of the window.

Because the students on the course, including me, are non-cognates, the first term was a steep learning curve on real estate.

Alongside the modules that make up the masters level, we must all complete three additional introductory modules: construction and planning, la

for property professionals and an

introduction to valuations. This is giving us a well-rounded overview, as well as allowing us to improve the tone of our applications.

Finally, with exams and applications out of the way, we can hold our breath and wait for our course to finally get under way. With a combination of the networking opportunities available through the course and the property heartbeat of London, there really are many opportunities. ■

Students @

PropertyWeek.com

You can read blogs by three of the other South Bank University students – Danielle Lawrence, Henry Cartwright and Ed Westlake – at propertyweek.com/blogs



Royle appointment

Monique Royle replaced Lynette Lackey as the national chairman of the Association of Women in Property on 11 March.

Royle is an associate in the national hotels and leisure team at GVA and a former chair of the association's Midlands branch.

The first thing on Royle's agenda will be to lobby companies to meet the guidelines set out by Lord Davies's report, *Women on Boards*, published last month. The report recommends that FTSE 100 companies increase the proportion of female directors on their boards to 25% by 2015. Royle says it is not about demanding the presence of women at all costs, or aiming for equality in numbers for numbers' sake.

"Making a board position a gender issue is oversimplistic and may lead to short-term decision making," she says. "Instead, we support diversity because diversity makes for a better team." ■

■ Property's whitewash, overleaf