

Business School Essay

When I initially considered a career in Architecture, my mind centered on visual aspects of buildings. Now I'm fascinated thinking of developments through their process of creation and their financial and economic impact in the regional economy.

Real estate development linked to the Tourism sector, is a fast growing and extremely promising sector in Greece. Thanks to its Mediterranean privileged location, Greece commands great investment interest in the areas of hotel development, villas and vacation houses complexes creation. As a result, there are numerous Real Estate Investment companies currently active in Greece, aiming to select premium locations, create innovative development concepts, monitor the construction phase and, later, either manage these properties or sell them to investors.

It is my long-term goal to join such a firm in a managerial position of responsibility, realizing my passion for actively turning a promising piece of land and a concept idea into a real development that creates economic growth and job opportunities for my country. I really dream of having the ability in the future to take a property idea and manage the project up to the point of creating lasting financial value out of it.

Reality has it however, that leading Real Estate firms in Greece, such as XXX or XXX, currently have only limited openings, that are addressed in their vast majority to experienced investment professionals. It is thus essential to possess a high level of managerial skills as well as experience and understanding of the real estate market in order to be well positioned for this career. Additionally, since it is heavily required to assess investments and plan for them, a comprehensive toolkit in finance is paramount in order to succeed.

To arrive in this position my strategy is comprised of three parts. First, build the necessary toolkit in business and finance education that will enable me to become an accomplished investment professional. Second, develop further my managerial and leadership skills in order to transition from a project team member to a project manager role. Third, work in the short term outside Greece, in Europe or the US, in the Real Estate Development industry aiming to further strengthen my experience in the industry, become proficient in the investment process and, boost my global awareness.

For the first two elements, graduate business education is the key. An MBA will both give me the opportunity to gain formal and structured training in academic topics necessary for my future journey, while simultaneously enable me to hone leadership and communication skills. Truly, an MBA program, with the abundant opportunities for teamwork, field projects and student clubs represent the ideal environment to develop emotional intelligence and capabilities in motivating and convincing others.

Post-MBA, I plan to join a firm that specializes in Real Estate project management, honing skills that vary from financial modeling of investments to convincingly pitching a project to potential investors. This path will require a solid background in Real Estate coupled with organizational, communication and analytical skills. Attributes that my journey so far in R.C.Tech has equipped me with.

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