

JOSÉ MARÍA GARZA DE SILVA



Executive Summary

General Director of GP Desarrollos with more than 15 years of experience in real estate development and construction of Retail, Office and industrial projects.

GP Desarrollos is the real estate branch of Grupo GP, one of the largest and most important construction conglomerates in Mexico, with more than 55 years of experience, 400 projects developed, and more than 200 million square feet built throughout the country.

2019 – Present | General Director / GP Desarrollos

The company's expansion was consolidated prioritizing growth in new markets nationwide by designing a new concept of industrial park (Pocket Parks). The opening of 8 new parks in strategic locations was achieved, thus tripling our real estate portfolio in 4 years.

- Revenue growth at compound annual rates (CAGR) above 30%.
- Expansion of the new industrial portfolio from 2 million to 6 million square feet, exceeding by more than 2 times the size of the portfolio sold to FIBRA UNO in 2014.
- Historical record in sales, number of projects under development and market share.

2015 – 2019 | Deputy General Director / GP Desarrollos

Conceptualization and implementation of the company's strategy to capitalize on the Group's competitive advantages, reconfiguring the organizational structure and operational processes to focus entirely on the industrial development sector.

- Post-sale process coordination of the portfolio sold to FIBRA UNO, which consisted of 32 industrial properties.

- Execution of the company's capitalization strategy, which consisted of prospecting and negotiating the sale of non-strategic properties, including 3 shopping centers, 3 office buildings and a PPP project, with the purpose of redirecting resources in accordance with the growth plan.
- Conceptualization and creation of 12 joint ventures with the objective of developing new real estate projects throughout Mexico.

2013 – 2015 | Director of Retail and Office Projects/ GP Desarrollos

Preparation and execution of the business plan, construction and commercialization of projects such as: Sendero La Fe Shopping Center, Okto Tower Valle Oriente (Scotiabank Tower) and HEB Cerradas de Anáhuac Retail Center.

2008 – 2011 | Project Manager Retail & Offices / GP Construcción

2006 – 2008 | Civil Works Budget Department Coordinator / GP Construcción

Board Member

- The Club Company (Desarrolladora Sonoma)
- Fraccionamiento y Club de Golf La Herradura
- Interpuerto Monterrey
- CAPROBI (Cámara de Propietarios de Bienes Raíces de Nuevo León)
- Consejo Consultivo BBVA Nuevo León.

Affiliations

- YPO (Young Presidents Organization) Monterrey Chapter
- AMPIP (Mexican Association of Industrial Parks)

Academic Background

- (2013), MBA, IPADE.
- (2007), Civil Engineering, ITESM.

Languages

- English: Fluent
- Spanish: Native