

JAMES WRIGHT

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CAREER HIGHLIGHTS

- Brings 20+ years of experience in corporate real estate with Wells Fargo, HSBC, EY, and UBS
- Oversees Wells Fargo's global real estate portfolio; developed and executed new office space allocation strategy, saving \$52 million while improving capacity and team engagement scores
- Consolidated HSBC's APAC offices from six locations to one via \$1.2 billion acquisition

KEY EXPERTISE

- Corporate Real Estate Strategy
- Design & Construction
- Project Management
- Property Acquisitions
- Portfolio & Risk Management
- Retail Strategy and Delivery

PROFESSIONAL EXPERIENCE

Wells Fargo • San Francisco, California

Global Head of Real Estate, Design & Construction

2017 – Present

Oversaw global real estate portfolio for Wells Fargo, including 7,200+ retail branches, corporate offices in 31 countries, and data centers, reporting to CEO and CIO. Managed strategy development, site selection, budgeting, construction, and risk management on over 300 developments across the corporate portfolio, valued at over \$1 billion. Created long-term CAPEX forecasts, managed RFP processes, and prepared board reporting.

- Increased EBITDA by developing and executing real estate optimization strategy that consolidated number of retail branches by 23%; reallocated funding for investment into new retail business model
- Developed concept designs and project managed rollout of new customer-friendly bank branch model in five key markets nationwide, improving customer engagement scores by 12%
- Implemented global governance framework to streamline operations, resulting in measurable cost savings, improved on-time performance, and stricter capital project controls
- Conducted internal research to analyze existing office space utilization and devised strategy that saved \$52+ million in annual real estate expenditures while increasing office capacity by 25,000+ seats

Hamilton Partners • Chicago, Illinois

Managing Director

2013 – 2016

Served on executive management team for long-term real estate investment firm specializing in commercial development. Spearheaded occupier-led, built-to-suit real estate development transactions spanning office, industrial, and retail segments across the Chicagoland area. Structured effective deals and ensured design and fit-outs that aligned with company strategy. Prepared investor reporting on a quarterly and annual basis.

- Negotiated and secured build-to-suit development deal for ten-story, 260,000 square foot facility for major insurance company headquarters in Buffalo Grove, IL
- Acquired occupant for six-story, 185,000 square foot speculative construction project; liaised with tenant to adapt development plans to meet specific requirements and accommodate increased occupancy
- Led end-to-end development and deal structuring for Itasca-based, 100K square foot corporate headquarters for major media and entertainment client

HSBC • Hong Kong, China

Head of Corporate Real Estate – Asia-Pacific

2009 – 2012

Managed HSBC's Asia-Pacific corporate real estate portfolio (10 million square feet, \$750 million). Developed strategic initiatives to consolidate office portfolio and prepared five-year capital project plans. Lead project analysis, planning, and execution, working alongside senior leadership.

- Saved over \$46 million annually by optimizing operational costs and capital expenditures
- Completed \$1.2 billion acquisition of new office building, consolidating office portfolio from six regional offices to one central location; led negotiations with developers and secured lending

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HSBC, continued

- Doubled department productivity and moved outsourced work in-house, saving 15% on overall labor costs; aligned operating structure of Hong Kong office with global HSBC standards
- Led planning and development of regional offices in Taiwan and the Maldives, completing both projects 10 weeks ahead of schedule and 8% below budgeted targets

Ernst & Young • Hong Kong, China

Real Estate Advisor Leader – TAS Greater China

2005 – 2008

Advised real estate funds and property developers including Sun Hung Kai Properties and Wheelock Properties on developing portfolio strategies for the Hong Kong market. Hired, trained, and led team of six consultants.

- Managed team in preparing detailed financial modeling and assessing impact of potential transactions on client overall portfolio; leveraged analyses to increase ROI for clients by average of 9%
- Supported ten key clients on global site selection, facilities management, and portfolio optimization
- Devised and implemented internal process efficiencies via Excel-based models and new project management system, enhancing team profitability by 22% and reducing delivery times for clients

First Republic Bank • San Francisco, California

Managing Director – North America Corporate Real Estate

2002 – 2004

Managed portfolio of 80+ retail bank branches as well as corporate offices in San Francisco and New York City. Directed real estate strategy, planning, facilities management, and health and safety.

- Saved over \$38 million by consolidating portfolio and renegotiating rent agreements for existing locations
- Built business cases and financial projections for real estate projects and CAPEX improvements; presented to executive leadership for approval; negotiated contracts with external vendors
- Negotiated lease terms with landlords; resolved title, zoning, and easement issues with city representatives

Northwestern Mutual • Milwaukee, Wisconsin

Director of Corporate Real Estate – North America

1998 – 2002

Directed North American real estate portfolio, serving on leadership team for launch of Northwestern Mutual Wealth Management Company (NMWMC), a wholly-owned subsidiary. Guided overall real estate strategy during fast-growth phase for company.

- Expanded real estate portfolio from 300,000 square feet to over 1 million square feet over tenure
- Developed business cases to optimize real estate portfolio, improving NPV

EARLY CAREER

Magellan Development • Chicago, Illinois

Project Manager

Brookfield Property Partners • New York, New York

Director

Ernst & Young • New York, New York

Senior Manager – Transaction Advisory Services

EDUCATION

University of Pennsylvania - The Wharton School

Bachelor of Science in Economics