

MAX HUNTER

❖ **February 2019 to Present – Organisation: Maritime Capital Developments Ltd – Director**

Max alongside his father Toby, set up MCDL which acts as the development arm of their business. Through the outcome of several asset management strategies on different properties, hotel and retail developments have been sought as exits. During the first year of the business, the company managed to forward fund over £13m of transactions and bring to the market c150 keys and c10,000sqft of retail space.

❖ **June 2018 to Present – Organisation: Consultancy – Property Consultant**

Over the duration of Max's working career he has been lucky enough to work on many different projects, allowing him to develop his skill sets and experience. This knowledge allows for Max to help consult other individuals or entities in tricky situations, seeking favoured resolutions or outcomes.

❖ **February 2017 to December 2018– Organisation: Discovery Park Ltd – Investment Director**

Through the connections and reputation Max had built up over time, a private family office instructed Max to take on the roll of Investment Director at their recently acquired science park. Max was tasked with the day to day running of the investment team, educating them on how to run a property company and developing their skill sets to create desired transactions. Over the period of acting in this roll the investment team put £800kpa onto the rent roll, moved the majority of leases on to fixed term exclusive leases and boosted the capital value of the asset by £42m. As well as managing this team, Max also transacted several sales and surrenders which produced a further £4.1m of equity which was released to the shareholders.

❖ **August 2014 to April 2016– Organisation: Maritime Capital – Investment agent**

In August 2014, Max became a self employed investment agent. Through his networking he managed to gather several private clients that where interested in investing in the UK property market. Most noticeably he was retained by Maritime Capital and also had South African and UK families that he acted for.

❖ **April 2014 to Present – Organisation: Maritime Capital – Asset Manager**

Having managed to acquire the long leasehold of a 27,000sq ft office block in Swindon for HPL, which was then assigned to Maritime Capital Ltd. Max was then hired by MC to asset manage the property. Due to several of his development schemes, strong marketing plan and some personal day to day management of the property Max has made the occupancy level rise from 45% to 89%, but furthermore increased the capital value by 300%.

Since 2014 the company has now transacted over £80m of property deals through ownership and joint ventures.

❖ **February 2014 to September 2014 – Organisation: Choice Homes Ltd – Asset Management consultant**

Max was introduced to the Gluck family in December 2013 as they were in need of some management consultancy. The consultancy work was in regard to refinancing a £62mil portfolio of north London residential stock. He aided in the asset management of each individual unit and was also instructed to write an asset management appraisal on all 43 properties.

❖ **September 2013 to January 2014 – Organisation: Hungerford Park Ltd – Asset Manager**

Max acted as an asset manager in the acquiring of a 15,000sq ft retail investment in Cardiff. He worked alongside solicitors in the legal process of acquiring the property. Furthermore, he did due diligence on the building; gathering comparables and information on the local area. He also worked with architects to design a scheme that allowed the rear of the building to be knocked down and developed into an arcade.

HP didn't purchase the property in the end, but Max introduced a new investor (local arcade owner) to the Vendor which they then concluded the deal for a higher sum than HP offered.

❖ **September 2013 to April 2014 – Organisation: Hungerford Park Ltd – Investment agent**

Max began as an investment agent and PA to Hungerford Park Ltd. During his time he learnt the basic terminology and skills to aid him in becoming an investment agent. Through cold calling investment firms he gathered contacts in the property world as well as supplying HP with particulars of recently marketed properties.

He managed to acquire the long leasehold of a 27,000sq ft office block in Swindon for HP. During this process he aided in the legal process of purchasing a company and therefore he is now familiar with Share purchase agreements.