

# MICHAEL DIAMANTIDES

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[www.mdiamantides.com](http://www.mdiamantides.com)

## OVERVIEW

Versatile, solutions-oriented property and asset management professional with 35 years of experience in the real estate industry including:

- the oversight of corporate, regional and local center management teams including Property Management, Lease Administration, Operations, Training, Leasing, and Marketing
- the creation of property management divisions for two companies,
- the reorganization of two property management divisions for improved efficiencies and reporting

Diverse property management experiences include:

- management of varied property types of both company and 3<sup>rd</sup> party owned regional malls, strip centers, power centers, life-style, luxury and town centers, downtown mixed use centers and Class A and Class B office

## ACCOMPLISHMENTS

- Revised original landscaping design resulting in a \$250,000 reduction in on-going, annual maintenance costs.
- Implemented a training program to ensure exceptional customer service and “wow” factor experience.
- Successfully transitioned 17 properties totaling 4.3 million square feet into the existing portfolio more than doubling the management fee revenues.
- Established standards in reporting and property management procedures.

## SKILLS & ABILITIES

- Creative approach & solutions
- Team development
- Management of varied property types of both company and 3<sup>rd</sup> party owned regional malls, strip centers, power centers, leisure life-style/town centers, downtown mixed use centers and Class A and Class B office
- Reporting & analytical proficiencies
- Budgeting & expense management
- Proficiencies in MRI & Microsoft Office

## PROFESSIONAL DESIGNATIONS & AWARDS

### ICSC – CERTIFIED SHOPPING CENTER MANAGER

#### JONES LANG LASALLE

- Exceptional Client Service
- Award for Property Team Excellence
- Award for Greatest Impact

#### COMPASS RETAIL

- General Manager of the Year Award
- Outstanding Achievement Award for Cost Reduction
- Outstanding Achievement Award for Security

## EXPERIENCE

### GENERAL MANAGER • OLIVERMCMILLAN • JULY 2013 – OCTOBER 2016

Responsible for the opening and management of all facets of The Shops Buckhead Atlanta, a 1 million square foot, multi-use complex including luxury retail, restaurants, Class A office, luxury apartments and 2,200 stall parking garage including the management of a 150-member staff.

### DIRECTOR, PROPERTY MANAGEMENT • JAMESTOWN PROPERTIES

#### JULY 2011 – JUNE 2013

Responsible for all facets of the Property Management Department including establishing standards, policies and procedures, systems and directing regional and local staff for multiple properties totaling 3.4 million square feet while transitioning an additional 4.3 million square feet into the portfolio of properties managed. Properties included projects like Ponce City Market, Chelsea Market, The Newbury Collection, Georgetown Renaissance Center, Pacific Place.

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## ACCOMPLISHMENTS

- Successfully consolidated Asset and Property Management resulting in savings of \$240,000.
- Revised forecasting system to provide accurate forecast and budgeting tools.
- Increased garage and metered parking revenues by \$1.2M and \$60K respectively while cutting expenses by \$400K.
- Successfully resolved client/owner dissatisfaction created by previous team.
- Created the company's property management division and a profitable facility management division.
- Implemented a fixed CAM rate simplifying year-end accounting and increasing profitability.
- Successfully opened and operated all facets of Easton Town Center, a 1.3 million square foot leisure time destination center while establishing the property management division.
- Compass Retail's 1996 General Manager of the Year and Outstanding Achievement Awards in 1995 and 1997 for Cost Reduction and Security respectively, and for savings reductions and renovation oversight.
- Increased office and retail occupancy levels from 75% to 96% facilitating the profitable \$38.75 million sale of one of the office towers - Meidinger Tower.
- Significantly reduced all non-escalatable/escalatable expenses by \$375,000/\$330,000 respectively.
- Increased sales through improved efficiency in food court seating, improved mall design.

## EXPERIENCE

### **VP ASSET AND PROPERTY MANAGEMENT • THE PETERSON COMPANIES OCTOBER 2010– JUNE 2011**

Responsible for all facets of the Asset and Property Management Department including revising standards, policies and procedures, systems and directing staff for multiple properties totaling 5.4 million square feet.

### **VP PROPERTY MANAGEMENT • JONES LANG LASALLE JUNE 2008 – SEPTEMBER 2010**

Responsible for town center facet of Atlantic Station in Atlanta, GA. The Center is a 6 million square foot mixed-use development including retail, parking garage, office, residential and associations.

### **SR. VP. PROPERTY MANAGEMENT • PREMIER PROPERTIES, USA, INC. JUNE 2003 – MAY 2008**

Responsible for all facets of Property Management Department including establishing standards, policies and procedures and oversight of Vice President of Operations, Director of Lease Administration and local staffs for multiple properties of 3 million square feet and 6 million square feet under development.

### **DIRECTOR, PROPERTY MANAGEMENT • STEINER + ASSOCIATES APRIL 1999 – NOVEMBER 2002**

Responsibilities included establishing standards and policies, setting up accounting and property management systems and hiring and directing the VP of Property Management and staff for five properties including Easton Town Center I & II, CocoWalk, BeachPlace, CentroYbor and Newport on the Levee.

### **SR. GENERAL MANAGER • LA SALLE PARTNERS FEBRUARY 1992 – MARCH 1999**

Responsible for all facets of a 1.3 million square foot regional shopping center. Managed a 60-member staff - operations, security, marketing, administration, budgeting and receivables plus contract services for cleaning, landscaping, and snow removal.

### **SR. GENERAL MANAGER • OXFORD PROPERTIES, INC. FEBRUARY 1983 – JANUARY 1992**

Managed several downtown, multi-use centers for the company including the Louisville Galleria, Minneapolis City Center and Town Square. In the last position, managed all facets of a 1 million square foot, downtown multi-use complex with full, bottom line responsibility. Directed a 120-member staff including the Vice President of Leasing and leasing staff, operations, marketing, lease administration, budgeting and maintenance for office (two 325,000 square foot Class A towers and one 60,000 Class B tower) and retail (300,000 square foot) space.

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- Developed TV/direct mail co-op programs increasing reach, frequency and purchasing power by 40%, reducing mailing cost by 75% with a 97% market penetration.
- Conceived and executed an "Easy Money Giveaway" promotion which increased weekend sales by 150% for specialty stores and 100% for both major department stores.

## VOLUNTEER/LEADERSHIP

- Lend Lease Foundation Trustee
- Lend Lease Best Practice Committee
- Director, East Metro Chamber Board of Directors
- Trustee, Services for Older Citizens (SOC)
- Detroit Crime Stoppers Board of Directors
- Director, Harper Woods Judicial Review Committee
- Director, Grosse Pointe Community Public Relations
- Co-President, Grosse Pointe Choir Boosters
- School Community Review Committee involved in school budget reviews and the selection of the high school principal
- Director, Louisville Central Area Board of Directors
- Louisville Central Area Executive Committee
- Committee to Save the Derby Clock
- Louisville Downtown Management Committee

## MARKETING DIRECTOR • HOMART DEVELOPMENT COMPANY OCTOBER 1980 - FEBRUARY 1983

Oversight of Marketing for three regional shopping centers including Eden Prairie Center, Town East Mall and Dover Mall. Responsibilities included advertising agency selection, campaign development and implementation, media and promotional planning and implementation, supervision of advertising layout, design and associated budgets.

## EDUCATION

### BACHELOR OF SCIENCE • 1976 • UNIVERSITY OF AKRON

- Major - Biology
- Minor – Secondary Education