



CUSHMAN &
WAKEFIELD

FORTONMKA

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Vlatko Bogoevski, MRICS, CEO at Fortonmka Doo Skopje

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Professional Expertise

Manager focused on delivering success of the company. Possess more than 10 – years' experience in Real Estate and company CEO for 8 years. Results – oriented manager, decisive leader with proven success in new market identification, strategic thinking, problem solving. Proven track records of increasing sales, market share and profitability.

My main goal? Taking on challenging projects that make change happen. We connects the dots and provide fresh solutions for problems old and new. We reach for the tough, the risky, the challenging, the undesirable. With a strong ethic and professional communication has established a recognized practice able to assist with real estate corporate services to the most demanding clients.

Key Assignments

- Managing the operations and the commercial activity of the leasing and consulting services in Macedonia and Kosovo
- Collaborates with the board to define and articulate the organization's vision and to develop strategies for achieving that vision.
- Participating in strategic planning of the organization.
- Managing relationship with our partner company Cushman and Wakefield.
- Attracting and retaining business for other departments which are not under my supervision.
- Managing a team of 25 people. Setting individual targets and tracking performance. Monitoring quality standards.
- Constantly developing sales strategies aimed at capturing new business opportunities.
- Review monthly and annually operational reports.
- Maintain record of departmental revenue and expenses in conjunction with special employment agreements and budget tracking
- Collaborate with business leaders nationwide to learn and utilize best operational practices in order to offer marketplace innovation
- Participating in the execution of company strategic projects: CRM, quality standard ISO, and real estate market tracking database.
- Participating in media, conferences and events.

- Regular participation in meetings, presentations and seminars.

Clients Served

- Skopje East Gate – Market research report for the residential real estate market in Skopje.
- Cevahir Sky City – Feasibility study for mixed – use concept in Skopje with TBA 280.000 sq.m
- Cevahir Sun City - Feasibility study for mixed – use concept in Skopje with TBA 777.200 sq.m
- Limak – Feasibility study for mixed – use concept with TBA 290.700 sq.m

Professional Affiliations

- Cushman&Wakefield – An independently owned and operated affiliate.
- Macedonian Chamber of assessors – Member.
- Macedonian Turkish Chamber of Commerce MATTO – Management board member.

Education

- University American Collage Skopje
Master of Business Administration (M.B.A), General Management
www.uacs.edu.mk
- European University
Bachelor's degree, Bank management
<http://www.eurm.edu.mk/index-en.php>
- Royal Institution of Chartered Surveyors, MRICS, 2015 (APC – Valuations)
Licence number : 5629146
www.risc.org
- Macedonian Chamber of assessors, Authorized appraiser in the field of real estate.