



Mauro Keller Sarmiento

Executive Managing Director,
International Business

NAI Global

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Scope of Responsibilities

Mauro is responsible for all international business and coordinates the NAI offices in Latin America, Asia and Europe. Mauro is focused on working with NAI's local professionals to win business and develop business from clients with global needs. He is responsible to not only grow business from office to office and from region to region but is also driving the development of the strategy which will grow our global footprint and capabilities. He is available to assist offices to grow, share best practices and more fully and effectively integrate into the NAI system. Mauro has an exceptional background as he has worked for competitors and in an NAI office. For the last 15 years Mauro has been active in corporate services and international investments at NAI and C&W, one of the premier commercial real estate companies in Argentina, and a senior consultant to various private firms and investors active in South America and the Iberian Peninsula. Previously he spearheaded the international expansion efforts of the Insignia Group in both Europe and Latin America. His focus has been consulting and executing real estate transactions for leading corporations and investors in the Americas region, focusing in the Southern Cone.

Background & Experience

Prior to joining NAI Global, Mauro served as Director for Corporate Services at NAI Castro Cranwell & Weiss S.A., one of the premier commercial real estate companies in Argentina, and as Director for International Business Development at Insignia Financial Group headquartered in New York City. Mauro's professional career has covered diverse international postings in investment banking, consultancy and management. His experience includes four years with JP Morgan in New York and Buenos Aires, three years with McKinsey & Co. in Spain, Italy and Portugal, and three years as manager of a business unit of oil-giant Repsol-YPF developing retail services throughout most of South America.

Educational Background

Mauro has a Bachelors degree from Harvard College, and an MBA from Columbia Business School. As a son of an Argentine diplomat, he has travelled extensively, has lived and worked in various countries in Europe and the Americas, and speaks five languages fluently.

Significant Transactions

In the past years Mauro has worked on developing real estate opportunities and services in Latin America. This has included the capture and execution of diverse corporate services and investment accounts in the region, particularly in the Southern Cone, including Cargill, CSFB, ING Group, UBS, American Express, SAP, KPMG, AIG, Western Union, Agfa, JP Morgan Chase, Allianz, Repsol YPF, etc.

