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# Business School Essay

When I initially considered a career in architecture, my mind centered on visual aspects of buildings. Now I'm fascinated by the process of creating developments and by their financial and economic impacts on regional economies.

Real estate development, linked to the tourism sector, is a fast-growing and extremely promising sector in Greece. Thanks to its location on the Mediterranean, Greece commands great investment interest in the areas of hotel development, villas, and vacation houses. As a result, there are numerous real estate investment companies currently active in Greece. They are aiming to select premium locations, create innovative development concepts, monitor the construction phases, and, eventually, either manage these properties or sell them to investors.

It is my long-term goal to join such a firm in a managerial position of responsibility, in which I could realize my passion for actively turning a promising piece of land and a concept into a real development that creates economic growth and job opportunities for my country. I dream of having the ability to take a property idea and manage the project up to the point of creating lasting financial value out of it.

The reality, however, is that leading real estate firms in Greece, such as XXX and XXX, currently have only limited openings, reserved for experienced investment professionals. It is thus essential to possess a high level of managerial skills as well as experience and an understanding of the real estate market in order to be well-positioned for this career. Additionally, since it is necessary to assess investments and plan for them, a comprehensive toolkit in finance is paramount in order to succeed.

To arrive at my goals, my strategy is comprised of three parts. First, build the necessary toolkit with a business and finance education that will enable me to become an accomplished investment professional. Second, enhance my managerial and leadership skills in order to transition from a project team member to a project manager. Third, work in the short-term outside of Greece, in Europe or in the US, in the real estate development industry. This will strengthen my understanding of the industry and of the investment process, and it will also boost my global awareness.

For the first two elements, graduate business education is the key. An MBA will give me the opportunity to gain formal and structured training in the academic topics necessary for my future journey, while simultaneously enabling me to hone my leadership and communication skills. [Truly, an MBA program, with abundant opportunities for teamwork, field projects and student clubs, represents the ideal environment in which to develop emotional intelligence and capabilities in motivating others.]

Following the MBA program, I plan to join a firm that specializes in real estate project management, honing skills that will vary from the financial modeling of investments to convincingly pitching projects to potential investors. This path will require a solid background in real estate, coupled with organizational, communication and analytical skills – attributes that my journey so far at R.C. Tech has provided.

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