



**Nelli Aleinikova**

**08.06.1978**

**Leningrad**

**The life's slogan - "Success must be earned."**

***Education***

In 2000, she graduated from the Engineering and Economics Academy (INJECON) with a specialization in hotel business. Subsequently she took her PhD in Economics.

***Biography***

She began her professional career according to the specialization with the marketing department of the Angleterre Hotel and in the Liden & Denz company. Later, professional experience developed in the field of commercial real estate in St. Petersburg. She has been working in this sphere for more than 20 years.

She has been the Director of the Department of Global Corporate Services at Maris for more than 18 years. She has worked her way up from a real estate consultant to the Director of the Department and has been in this position for more than 11 years. During the management period, the turnover of the department was increased twice. Since 2011, the Department has confidently maintained its position as a leader among major Russian consultants in the field of office real estate.

Nelli's key competencies are the support of office real estate transactions, the development of strategies and solutions to optimize rental relations, the sale and lease of office facilities for corporate clients.

Among the most interesting and major projects during her work in commercial real estate were such as: the sale of the Unilever factory (formerly the Baltimore factory) with an area of 50,000 sq. m.; development of strategies and solutions for optimizing rental payments for such companies as Google, Oracle, IQVIA, Dell EMC, BSGV, Metsaliitto, Johnson & Johnson, Whirlpool and other international companies. Also, more than 100,000 sq.m. of office space has been leased out to the structures of PJSC GAZPROM NEFT and PJSC GAZPROM.

Among Nelli 's clients are also: Booking.com, Unilever, BSGV, Novartis, Shell, Servier, Kemira, UPM, VNII GALURGII, JSC "ZSD", etc.

Nells is a Maris media expert and a speaker at business events.

***Personal qualities***

Nelli is an example of a positive person, with a wonderful sense of humor, which allows you to charge colleagues working under her to do great good deeds. Diplomacy and goodwill, combined with professionalism and extensive experience, allow Nelli to quickly find solutions in difficult situations in transactions, which is highly appreciated by the company's Clients and business partners.

***Personal life***

Family: Two children. Married

***Hobbies and interests:*** Books, sports dancing, sapsurfing.

***Interesting fact\****

In 2001, when Natalia Oreiro had her first tour to Russia, she was a translator for her troupe, as she is fluent in Spanish and English.