

## Tabular CV

### Name

Prof. Dr. Monika Dobberstein



### Address

Pappelallee 84  
59557 Lippstadt

Mobil: +49 (0)160 790 37 22  
e-mail: [Monika.Dobberstein@gmx.de](mailto:Monika.Dobberstein@gmx.de)

### Personal Information

Date of birth: August 24, 1967  
Place of birth: Lippstadt, Germany

### Education

- 07/1997      Doctorate at the University of Dortmund, Department of Urban and Regional Planning
- 09/1993      Degree in Urban and Regional Planning Engineering (Diplom Ingenieurin) at the University of Dortmund, Department of Urban and Regional Planning
- 05/1987      Abitur (A-levels), Marienschule, Lippstadt, Germany

### Additional Qualifications

- 12/1999      Masters of Corporate Real Estate at the Institute for Corporate Real Estate (NACORE), Düsseldorf, Germany

### Awards and Distinctions

- 1997      Prize for real estate research awarded by the gif (Gesellschaft für Immobilienwirtschaftliche Forschung, Association for Real Estate Market Research)

## Professional Experience

09/2016 - 07/2020

**Wirtschaft und Marketing Soest GmbH**

CEO

- Development of 2 brownfield areas and one commercial area with an investment volume of € 30 million
  - *Development of the Adam barracks, which has been derelict for more than 30 years, in just 30 months from purchase to handover of the new building plots, (investigation of contaminated sites, remediation of contaminated sites, clearance of 60 intermediate users, urban design, legally effective development plan, demolition of 20 buildings, planning and construction of roads, sale of 99 new building plots, including 6 listed barracks blocks), the project will be profitable*
  - *Purchase of 10 hectares of arable land and development into a commercial and industrial area, the first area for more than 20 years and almost all properties were sold or reserved before the first groundbreaking, sale 35% above the established market value, makes the project close to breaking even, development is completed, first commercial operations under construction*
  - *Redevelopment of a 9 hectare contaminated site. Contaminated site concept concluded in cooperation with the AAV Altlastenverband, competition for urban design concluded*
- Organizer of 13 city festivals per year, including the most beautiful Christmas market in North Rhine-Westphalia with approx. 600,000 visitors and retail sales of more than € 13 million (excluding gastronomy), with the Soester feud one of the top 5 reenactment events in Europe, Marketing for the largest inner city fair in Europe, 2 new city festivals (Winterstrahl, ProBierBar) developed and established and the Christmas market expanded by 4th place, the Domplatz
- Turn-around-management successfully set up at the town hall (Safety compliance established, team replaced, kitchen out-sourced)
- City Marketing
- Business Development

12/2014 – 12/2015

**Procom Invest GmbH & Co. KG**

Head of Corporate Communication

- Press relation work
- Marketing
- Exhibition stand Expo-Real
- Communications to and with people opposing one of the most controversial projects in Hamburg, Zeise II
- Development of new processes as part of the realignment of the company
- Introduction new software

07/2009 – 07/2014

**Reasult BV**

Branch Manager Germany

- German market entry for finance-oriented software solutions for project developers and asset / portfolio managers
  - Strategy
  - Adaptation of the products to the German market
  - Identification of and negotiations with potential partners (interfaces to corporate planning, property management and controlling)
  - Marketing including Expo-Real trade fair presence
  - Business development

07/2007 – 12/2008

**Jones Lang LaSalle**

Prokurist in National Investment Team in Hamburg

- Transaction
- Business-Development
- Consulting of the publishing company Gruner + Jahr (search for a new location, Selection of project developer as service provider, Negotiations with the Senator for Economic Affairs about urban real estate)
- Optimization of processes in the team and in cooperation with other teams

04/2002 – 06/2007

**HafenCity University – University for Architectural Arts and Spatial Development** (until December 2005 TU Hamburg-Harburg)

Professor for Commercial and Industrial Planning and Business Development,  
Program for City Planning

- Lectures on the topic of 'Actors and Functionality in the Commercial Real Estate Market'
- Supervision of theses and projects, dissertations on the topic of 'The Real Estate Market and Its Effects on the City and Property Market'
- Committee member for the revision of exam regulations and focus of the study program on new vocational fields
- Development of a strategy for a department "Real Estate" at the new University
- Responsible for the program's public relations

08/2000 - 06/2003

**B&L Immobilien AG**

Assistant to spokesman for the Board of Directors

- Investor and Public Relations
- Preparation and attendance of meetings for steering committee and board of directors, shareholders meetings and strategy workshops of the board of directors
- Supervision of appraisal reports for determining the Net Asset Value as part of measures for capital increase
- Collaboration on Due Diligence involving the purchase of a corporation (LEG-Schleswig Holstein)

Asset Manager in Project Development and Investment

- Compilation of market and production site analyses involving project acquisitions
- Monitoring Due Diligence in connection with property sales

02/1998 - 08/2000

**IKB Immobilien Management GmbH (Subsidiary of IKB Industriebank AG)**

Project Manager

- Portfolio analysis for DeTe-Immobilien
- Risk analysis for potential initial financing
- Utilization concepts for non performing loans
- Development of a real estate rating for risk assessment in the framework of Basel II
- Development and programming of a real estate market database
- Content design of property database
- Realization of an investors competition for property in a prominent location in downtown Berlin

- 01/1994 - 01/1998 **University of Dortmund, Germany, Department of Urban and Regional Planning, subject area: Commercial and Industrial Planning**
- Researcher
- Doctoral thesis on the subject of 'Office Employees'
  - Collaboration on reports involving 'Structural Analysis', 'Studies in Office Space', 'Concepts for Changing the Use of Former Industrial Areas'
  - Supervision of student projects
  - Coordination of the annotated schedule of classes
- 11/1989 - 12/1993 **University of Dortmund, Germany, Department of Urban and Regional Planning, subject area: Commercial and Industrial Planning**
- Student assistant
- Preparation of structural analyses and prognoses on industrial real estate material requirements requirements
  - Compilation of lecture presentations and corresponding handouts
  - Literature research
- 04/1991 - 10/1993 **BGS Büro für Gewerbeplanung und Stadtentwicklung, Dortmund, Germany**
- Student assistant
- Collaboration on reports involving 'Office Space Studies' and 'Concepts for Changing the Use of Former Industrial Areas'
  - Conducting and analyzing empirical surveys
  - Compilation of seminar and conference materials
  - Documentation of urban project models
- 07/1989 - 08/1989 **Wirtschaftsförderungs GmbH Lippstadt, Germany**
- Intern
- 02/1989 - 03/1989 **Tiefbauamt der Stadt Lippstadt, Germany**
- Intern
- 08/1987 - 09/1987 **AG Stadterneuerung der Stadt Lippstadt, Germany**
- Intern

## Publications

Dobberstein, Monika: The Pro-cyclical Behaviour of Players in the Office Market - Interests, Pressures and Possible Alternatives, in Real Estate Review, Volume 34 Number 1, Spring 2005

Dobberstein, Monika; Hennings, Gerd: Commercial Planning, in Schulte, Karl-Werner: Immobilienökonomie, Band III, Stadtplanerische Grundlagen

Dobberstein, Monika; Hennings, Gerd: Buildings for commercial and industrial use, in Schulte, in Schulte, Karl-Werner: Immobilienökonomie, Band III, Stadtplanerische Grundlagen

Dobberstein, Monika: Functioning of office markets beyond the top locations – the example Braunschweig (Funktionsmechanismen kleiner Büromärkte – das Beispiel Braunschweig), in DISP 159 (4/2004)

Dobberstein, M.: Commercial Property Planning: The Conflict between Public and Private Interests, in Zeitschrift für Immobilienökonomie, Germany 1/2002

Dobberstein, M.: The Procyclical Behaviour of Players in the Office Market: Interests, Pressures and Possible Alternatives, Arbeitspapier der Universität Dortmund, Fakultät Raumplanung, Fachgebiet Gewerbeplanung, Band 2, Dortmund 2000

Dobberstein, M.: Scoring models as instrument for the analysis of property portfolio managements, In: Grundstücksmarkt und Grundstückswert, Nr. 1/2000

Dobberstein, M.: Office workers: Empirical determining of Office Workers Quota for Office Space Analyses. In: Grundstücksmarkt und Grundstückswert, Nr. 6/ 1997

## Educational Employment

ebs-Immobilienakademie

Institute for Corporate Real Estate (NACORE)

ISW Institut für Städtebau und Wohnungswesen

TU Berlin

TU Hamburg-Harburg

Verband für Wohneigentum und Stadtentwicklung

## Functions in gif Gesellschaft für immobilienwirtschaftliche Forschung e.V.

since 09/2003                      Editor of ZIÖ Zeitschrift für Immobilienökonomie

since 10/1999                      Member of the Board of Directors

since 02/1994                      Member of the research group for ‚Material Requirements Prognoses/Market Analyses‘

## Functions in Verein „Frauen in der Immobilienwirtschaft e.V.“

08/2003 – 03/2006              Coordinator for the northern German region