

Real estate team

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Leadership



Christoph Schumacher

Global Head of Real Assets, Private Markets

Christoph is responsible for defining the firm's private real assets strategy and managing the operations and development, launch, and growth of investment solutions for clients across the globe. Prior to joining the firm, he was the global head of real estate at Credit Suisse Asset Management, where he was responsible for setting the global direct real estate strategy, raising equity, and developing new products. Before that, Christoph was the CEO of Union Investment Institutional Property GmbH, where he oversaw the institutional business, as well as being a member of the firm's real estate investment committee. Earlier in his career, he worked at Generali Real Estate for several years and practiced law at Linklaters in Berlin and London.

Education: B.L., Law Studies, University of Freiburg; J.D., Doctor of Law, University of Münster–Institute for International Business Law

Joined the company: 2021

Began career: 1997



Marc Feliciano

Global Head of Real Estate, Private Markets

In his role as the global head of real estate, private markets, Marc is responsible for developing and implementing the global real estate investment strategy and increasing the firm's capabilities in this area on behalf of clients, including Manulife's General Account. This includes overseeing all aspects of the real estate business, including portfolio management, investments, asset management, and the integration of sustainability into both investments and operations.

Prior to joining the firm, Marc was the chief investment officer (CIO) of real estate, Americas, and the head of portfolio and asset management for the real estate Americas business at DWS. He was also head of the Americas debts investments group. Prior to this, he served as global head of risk and performance analysis at DWS, where he was responsible for the development of allocation, risk, and performance tools. Marc joined DWS from RREEF Real Estate with experience spanning public and private real estate investment management as well as alternative investment management. During this time, Marc providing guidance on workouts, restructurings, and recapitalizations of public companies and properties in and out of bankruptcy.

Education: BBA in Accounting; Master in Professional Accounting (MPA), with additional concentration in Finance, University of Texas at Austin

Joined the company: 2022

Began career: 1993

U.S. real estate



Pritesh Patel

North American CIO and Head of U.S. Transactions, Real Estate Equity

As chief investment officer of real estate, Americas, Pritesh leads in the development of and communicates the investment strategy in working with portfolio management, asset management, research, and transactions, as well as with the global real estate leadership team. In addition, he oversees the investment process, including risk management, and the execution of that process while ensuring the investment policies and procedures are adhered to. Pritesh is also head of transactions in the United States and is also a member of the global real estate leadership team. Previously, he was the firm's head of U.S. real estate investments, leading the investments and dispositions platform. Prior to joining the firm, he spent 13 years with GE Capital Real Estate, where he served as senior director, responsible for the origination of investments and direction of asset management activities. Earlier in his career, he worked at MetLife, Goldman Sachs, Lowe Enterprises, and HFF, holding various director positions in acquisitions, portfolio and asset management, and development, completing transactions for both debt and equity nationwide. Pritesh is a member of the Urban Land Institute and the Commercial Real Estate Development Association.

Education: M.S., Finance and Real Estate Development, University of Southern California

Joined Company: 2015

Began Career: 1992



Erik Gustafson

Global Chief Operating Officer, Real Estate Equity

Erik oversees global operations for the firm's real estate investment assets, encompassing a portfolio of office, industrial, and multifamily assets. In this role, he works with the firm's global real estate leadership team to assess and set organizational vision, operational strategy, and target growth initiatives. Previously, he was the firm's head of U.S. real estate asset management. Earlier in his career, Erik spent 15 years with Fidelity, where he was the global head of portfolio management at the Pembroke real estate group of Fidelity Investments. He began his career with Arthur Andersen and Capgemini Ernst & Young. As of April 2022, Erik is a member of the Global Exchange Council.

Education: B.A., Trinity College; M.B.A., Columbia Business School

Joined Company: 2019

Began Career: 1998

Canada real estate



Gregory Sweeney, CFA, CAIA

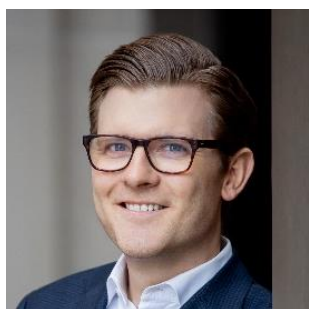
Head of Canadian Real Estate Investments, Real Estate Equity

Gregory leads the firm's real estate investment team in Canada, responsible for executing the investment strategy for both its general account and third-party clients, which includes all aspects of investment management such as origination, underwriting, structuring, and negotiation of transaction documents in support of real property acquisitions, dispositions, and development activity in Canada. Since joining the firm, Gregory has completed investment transactions across all property types and regions; in addition, he's participated in several strategic corporate initiatives, including the development and launch of the firm's inaugural Canadian commercial real estate pooled fund and real estate due diligence in support of Manulife's acquisition of Standard Life's Canadian operations. He holds the Chartered Financial Analyst and Chartered Alternative Investment Analyst designations.

Education: B.A., Economics and Financial Management, M.A., Business Economics, Wilfrid Laurier University

Joined Company: 2001

Began Career: 2006



Scott Gordon

Head of Asset Management, North America, Real Estate Equity

Scott oversees the firm's real estate investment assets within Canada and the United States across office, industrial, and multifamily properties. He's responsible for enhancing portfolio performance through accretive asset management, as well as helping to lead due diligence of new markets as the firm continues to broaden its real estate platform across the North America. Previously, he was head of Canadian real estate asset management. Prior to joining the firm, Scott was the executive director of Canadian investments at Starlight Investments, responsible for the execution of all acquisitions, dispositions, and financing of multifamily assets within Canada. He spent the first 10 years of his career at Brookfield Asset Management. Based in New York for 5 years before moving to Toronto, he focused on investments and asset management of real estate across the risk spectrum throughout North America.

Education: B.Com., Marketing and Entrepreneurship, McGill University; M.P.S., Real Estate, Cornell University

Joined Company: 2020

Began Career: 2007

Asia real estate



Jessie Liu, CFA

Managing Director, Head of Asia Transactions, Asia

Jessie is responsible for the real estate investment activities for Manulife General Account in Asia Pacific. In her role, Jessie leads the sourcing, acquisition, and new market development of real estate investment in the region. Prior to joining Manulife, Jessie was Director, Real Estate & Finance at Yue Yuen Industrial (Holdings) Ltd. where she was responsible for implementing its real estate strategy in Greater China. Jessie has also held roles as Investment Director in China Resources Land Private Equity, and as Associate in the Real Estate team of the Blackstone Group and of Merrill Lynch Real Estate Principal Investments. In her previous roles, Jessie was responsible for evaluating and executing real estate acquisitions and dispositions in the region. She is a CFA Charterholder.

Education: B.B.A., Finance, National Taiwan University; M.B.A., New York University Stern School of Business

Joined Company: 2019

Began Career: 2001



Kenneth Tsang, MHKIS

Head of Asia Real Estate Asset Management, Real Estate Equity

Kenneth is responsible for managing real estate investment assets within the Asian specific general account and enhancing portfolio performance through accretive asset management, as well as investment support to expand new markets and asset classes. Prior to joining the firm, he was the general manager of property at KHI Holding Group, where he led the investment, asset management, and development management of the global real estate portfolio covering Australia, China, Hong Kong, Japan, Singapore, the United States, the United Kingdom, and Europe. Earlier in his career, Kenneth worked at J.P. Morgan Asset Management as the executive director of development in their global real assets Asia team and at Parsons Brinckerhoff (now Williams Sale Partnership, or WSP) as the technical director, responsible for providing technical due diligence, development management, project and construction management, engineering design, and consulting services in Asia ex-Japan. Kenneth is a Chartered Surveyor of the Royal Institution of Chartered Surveyors and a Member of Hong Kong Institute of Surveyors.

Education: B.S., Surveying, University of Hong Kong; L.L.B., University of London

Joined Company: 2019

Began Career: 2003