
VLADIMIR BARCAK, BSBA

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Real Estate Development

Summary

Real Estate Development professional with over 10 years of hands-on experience executing residential projects from acquisition to handover. Proven track record of managing the full development lifecycle, including land acquisition, due diligence, permitting, and construction management. Skilled in vendor negotiation and budget control, delivering an average ROI of 27% on completed projects. Combines technical development knowledge with strong commercial acumen.

Core Competencies

- **Development Lifecycle:** Land acquisition, feasibility studies, due diligence, and permitting
 - **Construction Management:** Vendor governance, site coordination, and timeline management
 - **Asset Management:** Budgeting, cost control, P&L, ROI modeling, and cash flow management
 - **Residential Real Estate:** Sales strategy, contract negotiation, and final handover to clients
 - **Rental Management:** Leases, tenant relations, renewals, vendor coordination, and property performance reporting
 - **Company Operations & COO-Level Leadership:** GTM Process Design, startup & Scale-up Operations from early growth to structured scale
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Professional Experience

International Workspace Group plc – Flexible Workspace Provider

Partnership Manager | Apr 2026 – present

Czech Republic / Slovakia

- Managed partnerships and sales initiatives for flexible workspace solutions across the Czech Republic and Slovakia
- Expanded the network of coworking spaces to cater to diverse business needs

CredoLab – B2B SaaS Fintech

Operations & GTM Lead | Mar 2022 – Mar 2026

CEE / EU

- Co-designed and successfully executed go-to-market motion across multiple regions
- Built the Prague redundancy and business continuity site, owning infrastructure operations
- Improved internal processes to increase transparency, predictability, and operational efficiency

Freelance/Advisory

Independent Consultant | Jun 2020 – Mar 2026

- Managed a 9-unit rental portfolio (Prague & Bratislava)
- Advised mid-market clients on market entry and growth strategies in the CEE region
- Developed investor-ready pitch decks and financial models for capital raising
- Sourced qualified opportunities and managed business development activities

Delta Capital Investments – Boutique Real Estate Developer

Head of Development / Managing Partner | Sep 2013 – May 2020

Founded and led the development company, executing luxury residential projects with total revenue of €3.2M.

- Managed land acquisition and due diligence processes. Successfully navigated permitting and zoning requirements with local authorities
- Oversaw construction phases, managing general contractors and subcontractors to ensure quality and safety standards
- Installed robust budget controls and vendor governance, keeping delivery on schedule and producing an average ROI of 27%
- Managed a 4-unit rental portfolio (Bratislava)

Publicis Group– International Communication Agency

Group Account Director (CEE) | Mar 2012 – Aug 2013

- Owned commercial performance and operational rhythm for Renault and L'Oréal across CEE
- Managing budgets and contract negotiations
- Sourced and closed deals worth €1.4M+, demonstrating strong commercial negotiation skills
- Coordinated cross-functional teams delivering regional campaigns and product launches
- Grew revenue by 16% and closed €1.4M+ in new business

WDF / Glogster – Digital Platform & Agency

Managing Director – Commercial & Operations | Sep 2008 – Sep 2011

- Scaled operations across multiple markets by implementing standardized processes and CRM
- Owned revenue forecasting, budgeting, and commercial execution
- Increased revenue by 20% and improved forecast accuracy to 96%
- Led a 50+ cross-functional team

Earlier Career (Summary)

Account leadership and commercial roles at Proximity Prague, DDB, McCann Erickson, Semma, and early digital ventures. Focus on revenue ownership, account management, client growth, and delivery excellence.

Education

City University of Seattle – BSBA, Marketing & Management

Languages

Fluent in English; Native in Czech and Slovak.