



She has real estate in her blood. From her architect great grandad to her father, who also works in the industry

Justine Klein

Asset Management Analyst

Groupama Immobilier

Talent doesn't wait...

Talent doesn't wait for age. Rarely has this been as true as with Justine Klein, this year's winner of the Pierres d'Or award in the Youth category..

At 24, she is young indeed. But as an Asset Management Analyst at Groupama Immobilier, she has more than proven her worth.

The two previous Groupama Immobilier winners of Pierres d'Or ("Golden Stones") awards confirm: Laëticia George (winner in the User category, 2019) calls Justine's team "the lacemakers" for their ability to master and finalise projects, while Eric Donnet (Manager of the Year, 2018) even confesses that he "fears for his job" when he sees such precocious talent! After her studies – two bachelor's degrees in eco-management and English at Nanterre University followed by a Master's in Real Estate at Dauphine University – Justine Klein joined Groupama Immobilier in 2016 through a work-study programme in the second year of her Master's degree, as an asset management analyst. She soon acquired considerable experience and became independent – without an asset manager to oversee her.

The responsibilities were substantial: as soon as she arrived, she became the asset manager for the building at 79 Champs-Élysées, while also being responsible for 150 Champs-Élysées, Groupama's other flagship on the world's most beautiful avenue, as well as SoCo (near Gare Saint-Lazare) and other investment properties in Paris's 8th arrondissement. These assets came to fruition in 2019 for the investor: the sale of SoCo to Aviva Investors concluded a cycle that already included the future So' Sofitel at 150 Avenue des Champs-Élysées and the future Nike flagship at the number 79 of the Avenue.

Justine was in charge of this last project for three years. In other words, she knows her subject matter: "I arrived when 79 Champs-Élysées was still to become an office building and Nike began to express an interest in installing four floors of shops. We had to change the project completely; we applied for three building permits and made six amendments to the lease signed in 2016. The dataroom for the sale was built in three weeks... This project was a real sprint marathon that took up 80% of my time!"

In February 2019, Nike took charge of the works, due to be completed in March 2020, while Groupama focused on the deed of sale, signed last October.

Justine was also responsible for SoCo, a 1930s building that was fully renovated up to March 2019 to host the new FaberNovel head office. This makes for an already long CV – in keeping with Groupama Immobilier's philosophy, which appreciates empty buildings ready for renovation, managed in-house. "We fight for this type of project," she sums up, while the work on the building at 150 Champs-Élysées is coming up.

Justine Klein has real estate in her blood, from her great-grandfather, an architect, to her father, who also works in the industry. While architecture wasn't a good match for her rational mindset, she followed her calling in real estate, while nourishing her passion during trips to cities such as Chicago, Toronto, Dubai, New York, etc. "Frank Gehry is an architect that I very often cross paths with, in my travels." Asset management deals with something concrete, on the ground, in contact with the building, which suits her perfectly... But she's not adverse to the idea of moving into the investment side of real estate.

Justine Klein continues her travels, trying to make one big trip a year. 2019 was devoted to Brazil, but she has not yet decided for 2020... During her studies at University Dauphine, she was involved in an NGO that helped finance the schooling of Filipino children. She is also passionate about gastronomy and cooking and confesses to trying to organise "an almost perfect dinner". As far as sports are concerned, she practices – and watches – tennis assiduously and enjoys sailing, especially in the Arcachon Bay. In short: a "pro" in the making: you're sure to hear about her again!

Arthur de Boutiny