



20  
19

PREZENTARE  
PRESENTATION



WE ARE  
THE RESIDENTIAL  
EXPERTS



Hello!

## CUPRINS

## SUMMARY

1

Ce inseamna H2H in businessul de real estate?  
What does H2H mean in real estate business?

07

2

Echipa IMOTECA  
Imoteca team

15

3

Valorile IMOTECA  
Imoteca's values

23

4

Cientii IMOTECA  
Imoteca's clients

29

5

Produce si servicii  
Products and services

33

5.1

Proiecte rezidentiale  
Residential projects

37

5.2

Proiecte livrate  
Delivered projects

47

5.3

Imoteca Fine Living Properties  
Imoteca Fine Living Properties

55

5.4

IMOLandmark by Imoteca  
IMOLandmark by Imoteca

63

5.5

Ghidul investitorului  
Investor's Guide

69

5.6

Ghidul dezvoltatorului  
Developer's Guide

73

5.7

We-rent.ro  
We-rent.ro

77

5.8

Managementul proprietatii  
Property management

81

5.9

Marketing si cercetare de piata  
Marketing and research

85

5.10

Aplicatie e-resi tool by Imoteca  
E-resi tool by Imoteca

89

5.11

Construieste un Oras verde  
Build up your Green city

93

5.12

Educatie pentru viitor  
Education for the future

97

5.13

Scoala de rezidential Imoteca  
Imoteca residential school

101

6

Note  
Notes

107



1

**CE INSEAMNA H2H  
IN BUSINESSUL DE  
REAL ESTATE?**

**WHAT DOES  
H2H MEAN IN  
REAL ESTATE  
BUSINESS?**

## Imoteca The residential Experts

La Imoteca, intelegem faptul ca domeniul imobiliar reprezinta in mod fundamental o afacere de la om la om. De aceea, este un privilegiu pentru noi sa oferim servicii de inalta calitate adaptate pentru fiecare dintre clientii nostri.

## Human-to-human business approach

At Imoteca, we understand that buying and selling (residential) property is fundamentally a human-to-human business. It is therefore a privilege for us to offer high-quality services tailored to each of our clients.



## Povestea Imoteca

The Residential Experts - Calatoria noastra incepe in 2002 si traverseaza toate etapele pietei rezidentiale din Romania de la boom-ul imobiliar la criza din 2008 si urmarile ei pana la restructurarea completa a ideii de consultant real-estate si adaptarea ei la nevoile si cererile unei lumi foarte digitalizate, in continua viteza si cu standarde mereu in crestere.

## Activitate

Bazandu-se pe un model de activitate original si urmand pozitionarea human-to-human business Imoteca este in prezent una dintre cele mai recunoscute companii de consultanta si reprezentare rezidentiale, cu un portofoliu de peste 30 de proiecte rezidentiale. Cu prezenta in Bucuresti, Cluj-Napoca si Constanta, Imoteca isi continua expansiunea in tara. Prin Fine Living Properties, Imoteca se impune pe piata proiectelor rezidentiale boutique, continuand sa sustina dezvoltatorii pentru a ridica mereu standardele acestui segment.

## Imoteca story

Imoteca's journey began in 2002 and passed through all stages of the real estate market in Romania - from the boom period up to the crisis and then the recovery period. During this period Imoteca consolidated its position as a leading player in the market, with a portfolio second to none, and a team of senior experts we consider the best in Romania.

## Activity

Using an original business model and following the human-to-human positioning, Imoteca is currently one of the top residential companies. With a portfolio of over 30 projects and coverage area in Bucharest, Cluj-Napoca and Constanta, Imoteca continues its expansion in other cities. Through Fine Living Properties, Imoteca become the leader of the boutique market and it continues to offer support to the developers in order to upgrade this market niche standards.



“

*Fii puternic  
in urmarirea scopului tau,  
dar bland in mijloace.*

Rafaela Ybarra de Vilallonga

*Be strong  
in purpose yet gentle  
in the means.*

”

# 1. Human To Human

Businessul imobiliar este un domeniu foarte complex, avand in totdeauna in centrul lui - Omul, fie el dezvoltator, client final, investitor, coleg, competitor.

Un domeniu care solicita sa fii pregatit pentru interactiune umana, adrenalina, abilitati de business, intelegere si rabdare.



(human)



(human)



Real estate business is a very complex domain, always in the center of it - Humans, be it developer, end customer, investor, colleague, competitor.

A domain that requires you to be ready for human interaction, adrenaline, business skills, understanding and patience.



2

ECHIPA IMOTECA

IMOTECA  
TEAM

*Am ales sa abordam lucrurile diferit si am numit acest fel de a lucra human-to-human business. Acest lucru presupune un proces mai complex, dar, mult mai durabil in timp. Si, foarte onest, foarte deschis.*

*At Imoteca, we have chosen to approach the market differently – human-to-human. This means a more complex process but also more solid and more durable in time.  
More open.*

Expertiza

Hub real estate

Concept

Beneficii

Expertise

Real estate hub

Concept

Benefits



Imoteca evolueaza catre o platforma de lucru in real estate, un hub unde cei mai buni jucatori (vanzatori si cumparatori) se intalnesc si beneficiaza de expertiza si consultanta Imoteca. Suntem un partener pe termen lung. Totodata incercam sa tinem pasul cu dezvoltarile tehnologice pentru ca au un impact important in pozitionarea pietei; de asemenea, am adus in piata o abordare care este in acelasi timp relaxata si profesionista.

Imoteca evolves toward a working platform, a hub where the best in class real estate players (meet buyers and vendors) and they benefit of the expertise and mitigation of Imoteca experts. We are so much more than a real estate agency. We are a long term partner. Alongside with this we are trying to be up to date with the technological developments as this influences a lot the mindset and we are also bringing a more relaxed approach.

ECHIPA IMOTECA  
OUR TEAM

		<b>Rafaela Nebreda</b> Owner & Managing Partner	
	<b>Ricardo Alcaine Uriarte</b> Managing Partner		<b>Oana Ivan</b> Marketing & Operations Director
	<b>Corina Ciobanu</b> Senior Sales Expert		<b>Adina Iuga</b> Exclusive Projects Director
	<b>Santos Juzgado</b> Designer		<b>Ximena Reyes</b> Intercultural Expert
	<b>Lucian Gogu</b> Avocat		<b>Andrada Vlad</b> Exclusive Projects Director
	<b>Florentina Visan</b> Exclusive Projects Director		

	<b>Rima Grinco</b> Sales Trainer & Dynamic Sales Expert		<b>Valentina Jipa</b> Exclusive Projects Consultant
	<b>Iulia Joinel</b> Project Manager		<b>Madalina Luminare</b> Exclusive Projects Consultant
	<b>Nicoleta Costache</b> Exclusive Projects Consultant		<b>Patricia Ferent</b> Sales Director
	<b>Alina Pogacean</b> Project Manager		<b>Luis Trillo</b> Financial Expert
	<b>Andra Paraschivescu</b> Project manager		<b>Anne-Marie Dulama</b> Exclusive Project Consultant
	<b>Catalin Socol</b> Sales Expert		<b>Andrei Stanescu</b> Sales Expert
	<b>Cristina Gheorghe</b> Marketing & Operations Executive		<b>Monica Mincu</b> Project Manager
	<b>Sorin Balan</b> Exclusive Projects Consultant		<b>Eniko Szekely</b> Deputy Sales Director
	<b>Cosmin Ciobotaru</b> Exclusive Projects Consultant		<b>Andrei Moraru</b> Land investment and Residential Development
	<b>John Riley</b> Creative Thinker		



**VALORILE IMOTECA**  
**OUR VALUES**

Incredere

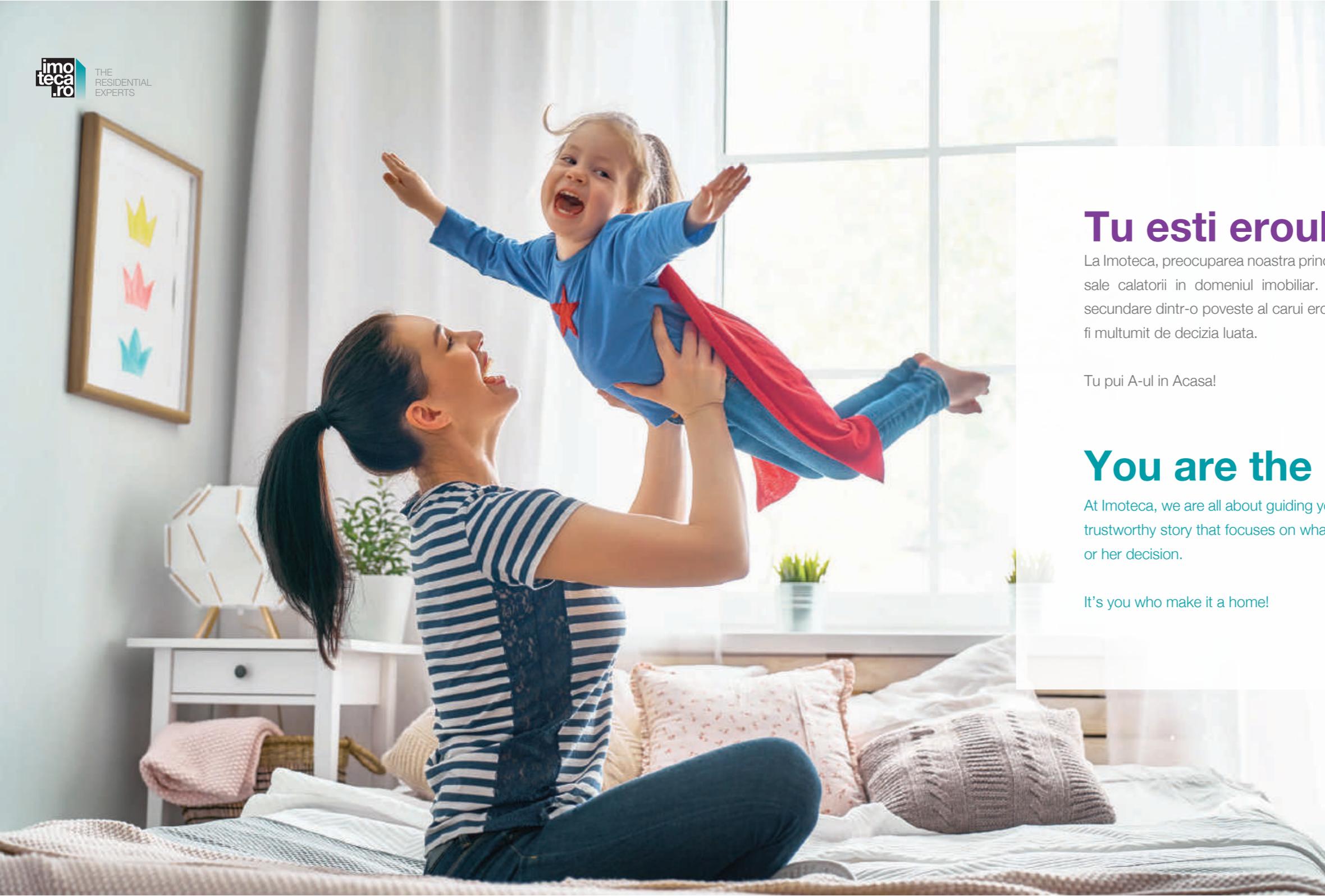
Trust

Sinceritate

Honestity

Experts

Expertiza



## Tu esti eroul

La Imoteca, preocuparea noastra principala este sa insotim clientul de-a lungul intregii sale calatorii in domeniul imobiliar. Prin implicarea noastra, suntem personajele secundare dintr-o poveste al carui erou principal este clientul si nevoia acestuia de a fi multumit de decizia luata.

Tu pui A-ul in Acasa!

## You are the hero!

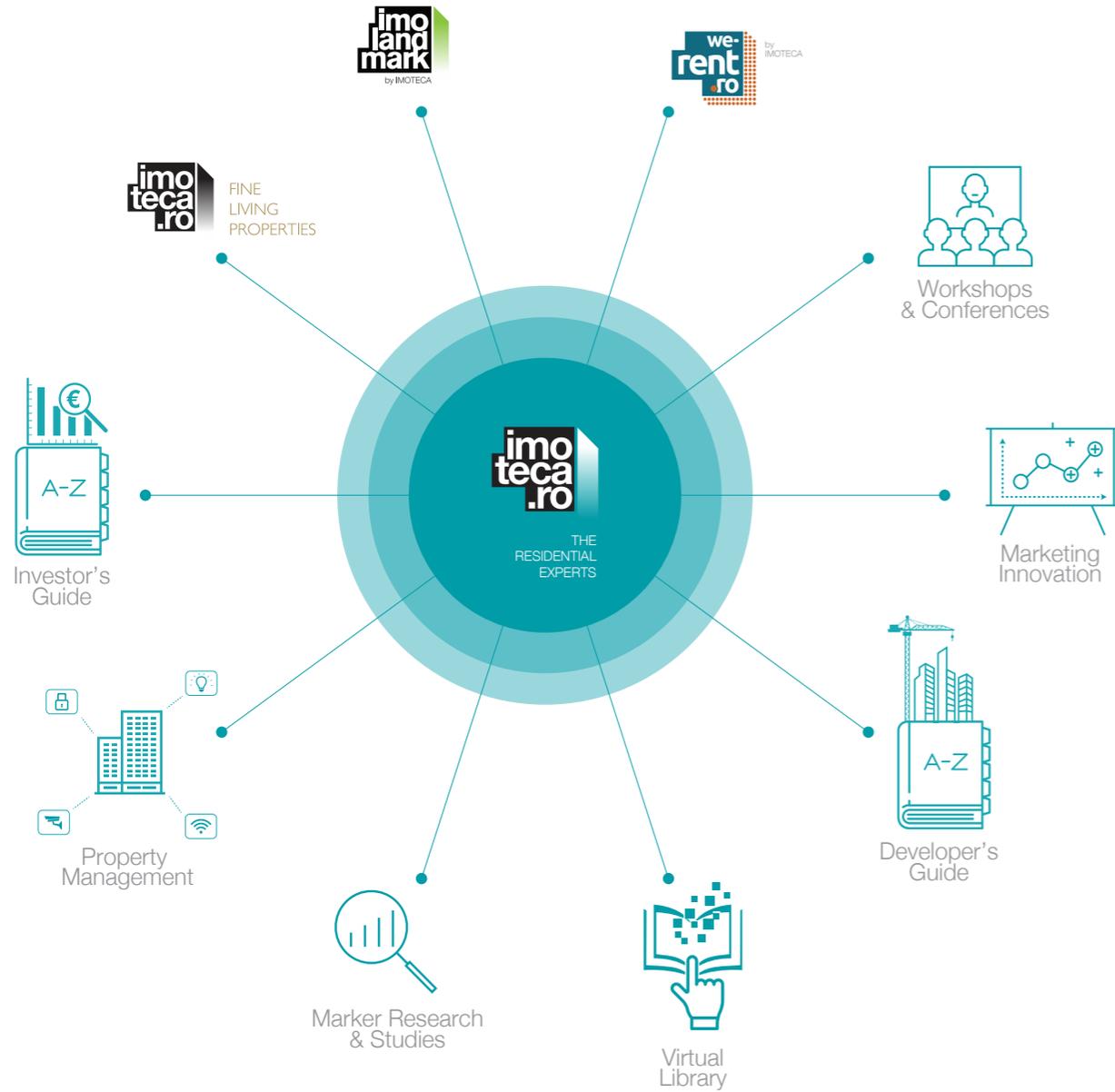
At Imoteca, we are all about guiding your real estate journey. We tell a down to earth, trustworthy story that focuses on what the client needs in order to be happy with his or her decision.

It's you who make it a home!



**CLIENTII IMOTECA**  
**OUR CLIENTS**





5

PRODUSE SI  
SERVICII

PRODUCTS AND  
SERVICES

	5.1	PROIECTE REZIDENTIALE
PROIECTE LIVRATE	5.2	
	5.3	IMOTECA FINE LIVING PROPERTIES
IMOLANDMARK BY IMOTECA	5.4	
	5.5	GHIDUL INVESTITORULUI
GHIDUL DEZVOLTATORULUI	5.6	
	5.7	WE-RENT.RO
MANAGEMENTUL PROPRIETATII	5.8	
	5.9	MARKETING SI CERCETARE DE PIATA
APLICATIE E-RESI TOOL BY IMOTECA	5.10	
	5.11	CONSTRUIESTE UN ORAS VERDE
EDUCATIE PENTRU VIITOR	5.12	
	5.13	SCOALA DE REZIDENTIAL IMOTECA

	5.1	RESIDENTIAL PROJECTS
DELIVERED PROJECTS	5.2	
	5.3	IMOTECA FINE LIVING PROPERTIES
IMOLANDMARK BY IMOTECA	5.4	
	5.5	INVESTOR'S GUIDE
DEVELOPER'S GUIDE	5.6	
	5.7	WE-RENT.RO
PROPERTY MANAGEMENT	5.8	
	5.9	MARKETING AND RESEARCH
E-RESI TOOL BY IMOTECA	5.10	
	5.11	BUILD UP YOUR GREEN CITY
EDUCATION FOR THE FUTURE	5.12	
	5.13	IMOTECA RESIDENTIAL SCHOOL



5.1

**PROIETTE  
REZIDENTIALE**

**RESIDENTIAL  
PROJECTS**

## Cea mai buna selectie

Imoteca are in portofoliu cea mai buna selectie de proiecte rezidentiale in Bucuresti si in cele mai active orase din tara.

Datorita dinamicii informatiilor, pentru a ne asigura ca va oferim informatii la zi, va invitam sa vizitati pagina dedicata proiectelor de pe website-ul nostru:

[www.imoteca.ro/proiecte-rezidentiale](http://www.imoteca.ro/proiecte-rezidentiale)

## The best selection

Imoteca's portfolio includes the best selection of residential projects available in Bucharest and other major cities in Romania.

Due to the dynamic of the information, to make sure you have access to the updated details, we kindly invite you to visit the dedicated web page on our website:

[www.imoteca.ro/real-estate/residential-projects](http://www.imoteca.ro/real-estate/residential-projects)

### PROIECTE QUALITY QUALITY PROJECTS

TIMISOARA 58 APARTMENTS  
GRAN VIA PARK  
AVIATIEI APARTMENTS  
GRAN VIA MARINA  
TRIAMA RESIDENCE  
RECORD RESIDENCE  
ATTA RESIDENCE  
BUENA VISTA RESIDENCIAL

### PROIECTE PREMIUM PREMIUM PROJECTS

POPA NAN 21  
PACHE PROTOPOESCU RESIDENCE  
VICTORIEI APARTMENTS  
DOWNTOWN RESIDENCE  
GRENIER RESIDENCE  
VASILE LASCAR REZIDENTIAL  
IMOLANDMARK PIPERA  
IMOLANDMARK HERASTRAU  
URBANESQUE RESIDENTIAL&MORE  
FIFTY FIVE RESIDENCE

### PROIECTE FINE LIVING FINE LIVING PROJECTS

MAISON DUMBRAVA  
EL NIDO RESIDENCIAL  
CHARLTON MANSION  
STEJERIS RESIDENCE  
PARISIAN VIEWS (SOLD OUT)  
VERNESCU RESIDENCE (SOLD OUT)  
MOLIERE FINE LIVING RESIDENCE  
RABAT FINE LIVING RESIDENCE  
KISELEFF FINE LIVING RESIDENCE  
HERASTRAU FINE LIVING RESIDENCE

# BUCURESTI

## BUCHAREST



**LEGENDĂ:**

- ★ Proiecte QUALITY
- ★ Proiecte PREMIUM
- ★ Proiecte FINE LIVING

Pentru o prezentare detaliata si actualizata a proiectelor, va rugam accesati

<http://www.imoteca.ro/proiecte-rezidentiale>

For more details regarding the residential project please visit

# CLUJ-NAPOCA

## CLUJ-NAPOCA



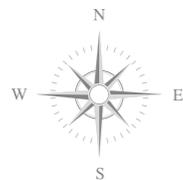
**LEGEND:**

- ★ QUALITY projects
- ★ PREMIUM projects
- ★ FINE LIVING projects

Pentru o prezentare detaliata si actualizata a proiectelor, va rugam accesati

<http://www.imoteca.ro/proiecte-rezidentiale>

For more details regarding the residential project please visit



## CONSTANTA

CONSTANTA

Pentru o prezentare detaliata si actualizata a proiectelor, va rugam accesati

<http://www.imoteca.ro/proiecte-rezidentiale>

For more details regarding the residential project please visit

### LEGENDĂ:

-  Proiecte QUALITY
-  Proiecte PREMIUM
-  Proiecte FINE LIVING

## BUZAU

BUZAU



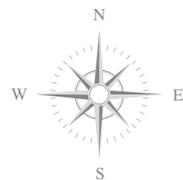
### LEGEND:

-  QUALITY projects
-  PREMIUM projects
-  FINE LIVING projects

Pentru o prezentare detaliata si actualizata a proiectelor, va rugam accesati

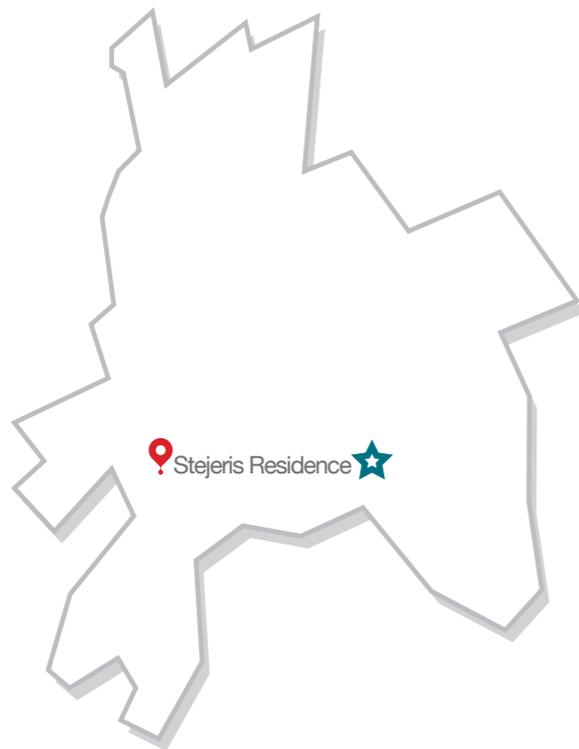
<http://www.imoteca.ro/proiecte-rezidentiale>

For more details regarding the residential project please visit



BRASOV

BRASOV



Pentru o prezentare detaliata si actualizata a proiectelor, va rugam accesati

<http://www.imoteca.ro/proiecte-rezidentiale>

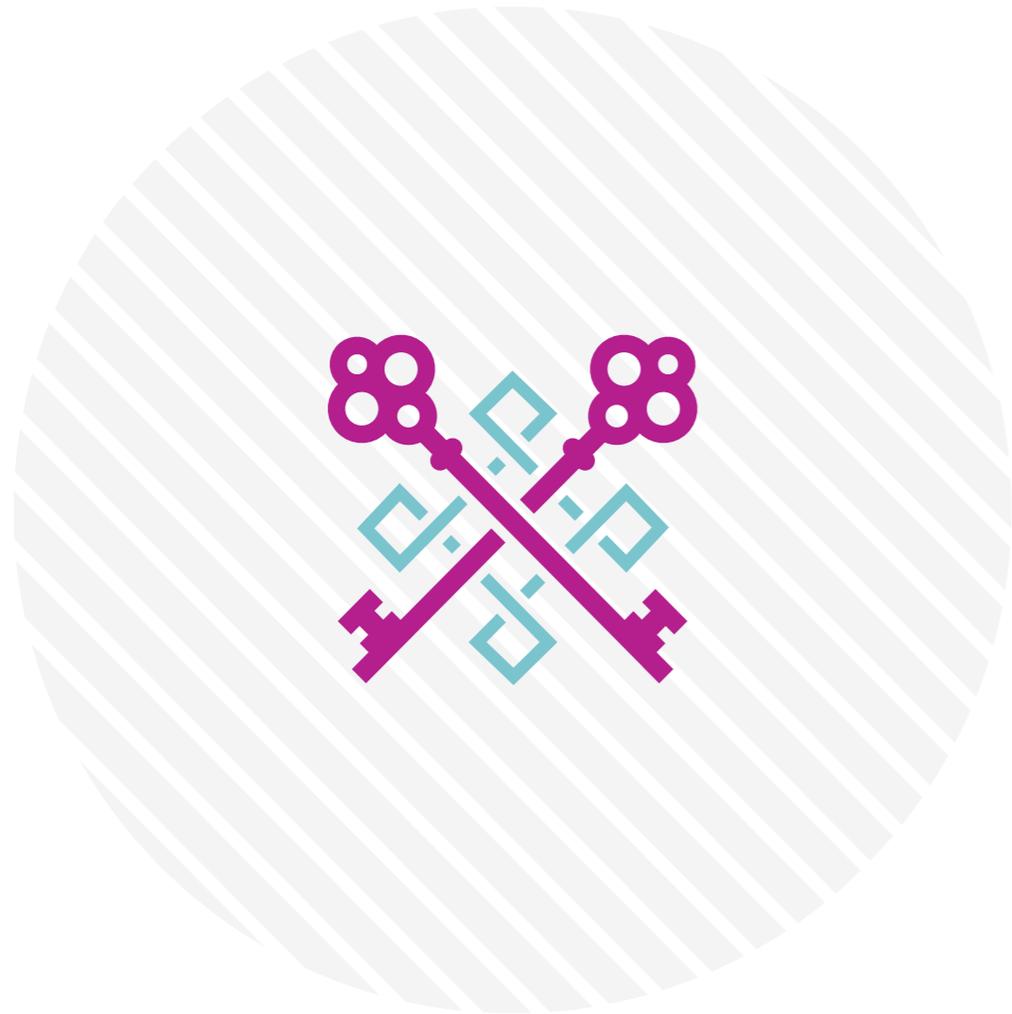
For more details regarding the residential project please visit

LEGENDĂ:

- ★ Proiecte QUALITY
- ★ Proiecte PREMIUM
- ★ Proiecte FINE LIVING

IT'S **YOU** WHO MAKES IT A **HOME**





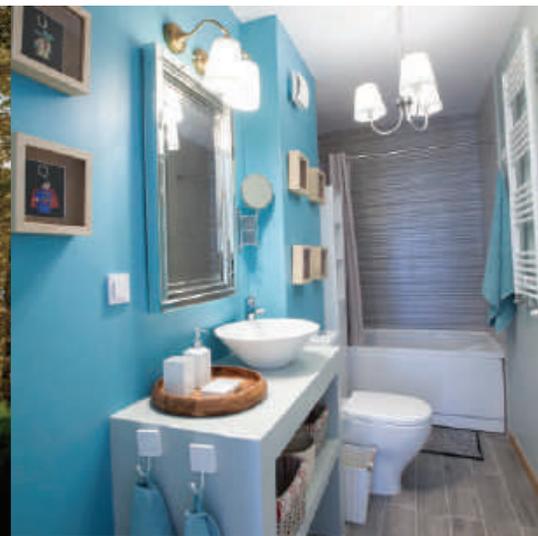
5.2

**PROIECTE LIVRATE**

**DELIVERED  
PROJECTS**



58  
TIMIȘOARA  
APARTMENTS  
Developed by granvia



GranVia  
PARK  
Developed by granvia



  
CHARLTON  
MANSION



**DOWNTOWN**  
RESIDENCE





FINE  
LIVING  
PROPERTIES

5.3

**IMOTECA FINE LIVING  
PROPERTIES**

LA MAISON. DUMBRAVA ROȘIE.  
*Eclectic is the new classic.*

VICTORIEI  
APARTMENTS

NATURE GATEWAY

stejeriș



MOLIERE  
FINE LIVING RESIDENCE

RABAT  
FINE LIVING RESIDENCE

KISELEFF  
FINE LIVING RESIDENCE

## Cea mai buna selectie de proprietati premium si ultra-premium

Proiecte boutique în centrul și nordul Bucureștiului, disponibile pentru vânzare și închiriere, reprezentate exclusiv de Imoteca Fine Living Properties.

Intrucat portofoliul se actualizeaza frecvent, va rugam sa vizitati [fineliving.imoteca.ro](https://fineliving.imoteca.ro) pentru versiunea actualizata a portofoliului.

## Best selection of premium and ultra-premium residential properties

Finest boutique projects located in Central and Northern Bucharest, for rent and sales, exclusively presented by Imoteca Fine Living Properties.

Our portfolio is being constantly updated; for the latest version please access [fineliving.imoteca.ro](https://fineliving.imoteca.ro)



Spacious

Elegant

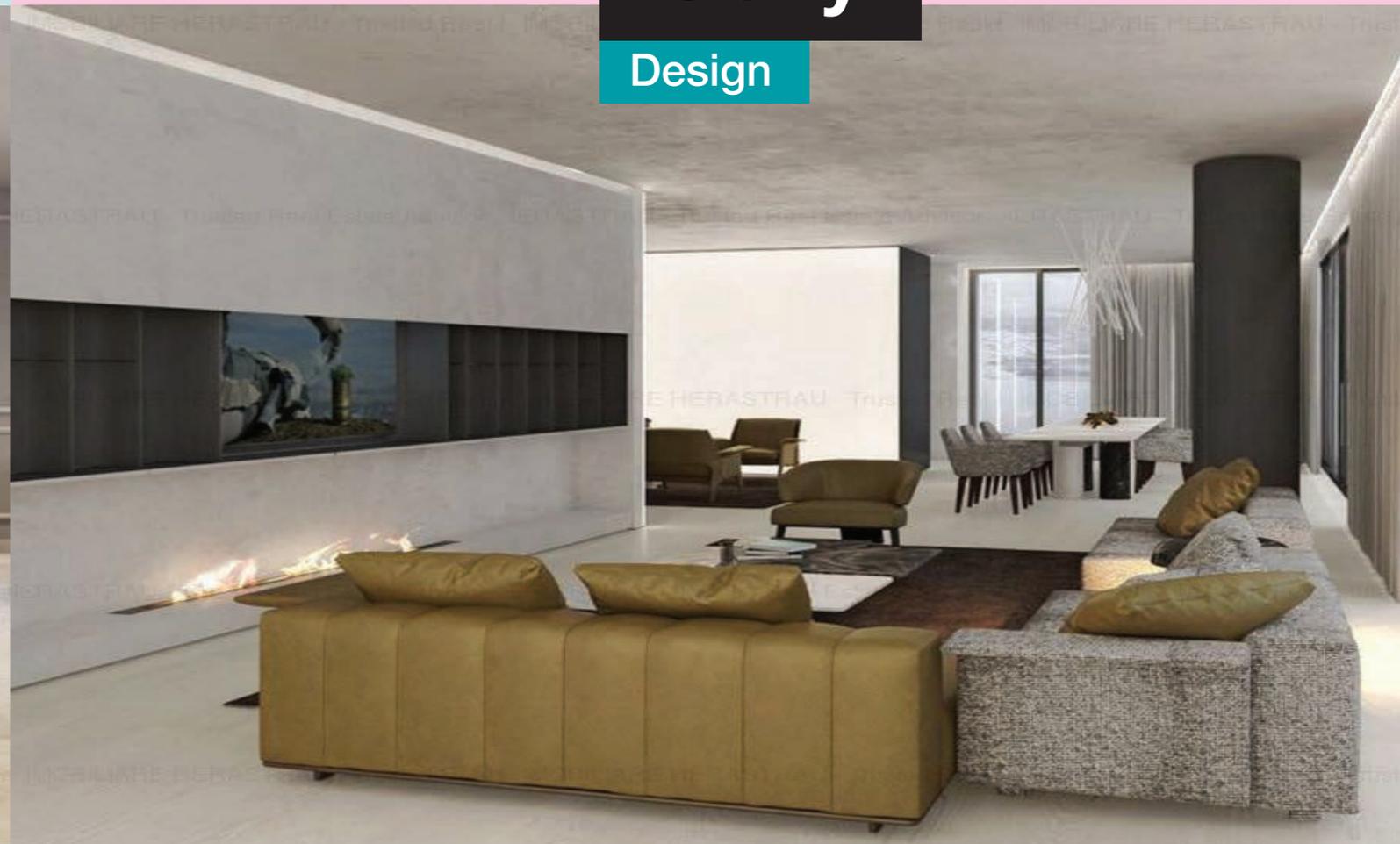
Confortabil



Spacious

Cozy

Design



Modern

Stilish

Urban





5.4

**IMOLANDMARK  
BY IMOTECA**

Adevaratul lux exprimat prin armonie  
Luxury and harmony



## IMOLandmark by IMOTECA

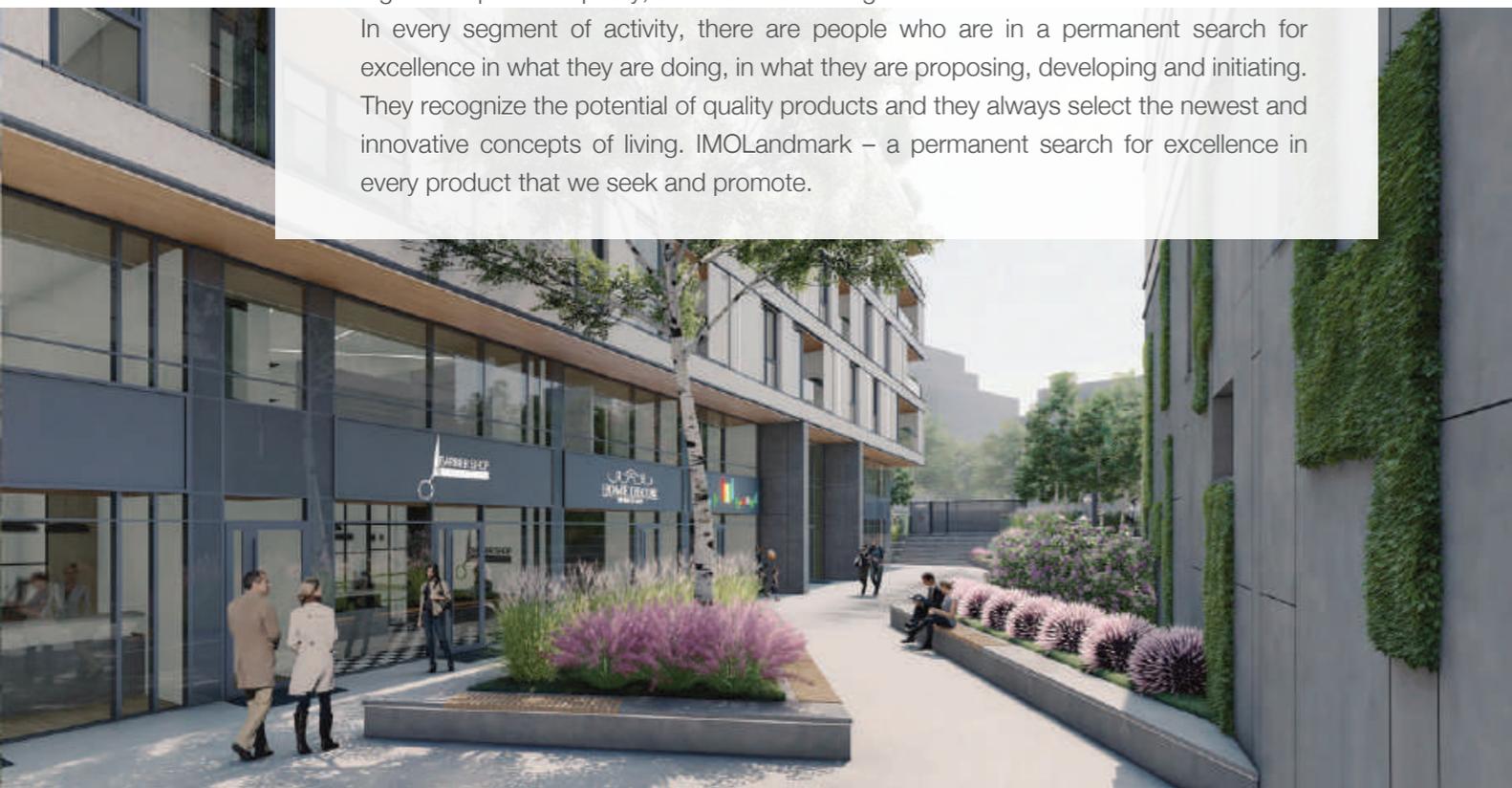
Reprezinta un concept complet de locuire nascut din pasiune, ce a fost creionat in jurul ideii de armonie, ca semnatura a luxului.

In fiecare segment de activitate exista oameni ce sunt intr-o permanenta cautare a excelentei in ceea ce fac, in ceea ce isi propun, dezvolta si initiaza. Acesti pionieri ai teritoriilor noi recunosc potentialul produselor de calitate si selecteaza intotdeauna cele mai noi si inovative concepte de locuit. Asta inseamna IMOLandmark - o permanenta cautare a excelentei in fiecare produs pe care-l cautam si pe care-l promovam.

## IMOLandmark by IMOTECA

This concept was born out of passion and it was designed based on the idea of harmony as a luxury signature. IMOLandmark products are selected to respond to the highest request for quality, innovation and living standards.

In every segment of activity, there are people who are in a permanent search for excellence in what they are doing, in what they are proposing, developing and initiating. They recognize the potential of quality products and they always select the newest and innovative concepts of living. IMOLandmark – a permanent search for excellence in every product that we seek and promote.





5.5

**GHIDUL  
INVESTITORULUI  
INVESTOR'S GUIDE**

**YOU BUILD UP  
THE CITY!**

## Servicii complete

Acest produs este dezvoltat pentru acei investitori aflat în căutarea de oportunități pe piața rezidențială: clienți persoane fizice sau clienți corporate. Imoteca oferă servicii complete, de la identificarea oportunităților de investiție până la activități de promovare a proprietății, de închiriere sau vânzare și asistență judiciară pentru încheierea tranzacțiilor. Imoteca generează valoare adăugată pentru fiecare dintre proprietățile aflate în portofoliu prin preluarea și administrarea întregului pachet de activități colaterale.

## Complete services

This product is developed for investors looking for opportunities on the residential market: individuals or corporate. Imoteca offers complete services, from identifying investment opportunities all the way to promotional campaigns, rent, sale and legal assistance in order to conclude transactions. Imoteca generates added value for each of the properties in its portfolio by taking over and managing the whole package of collateral activities.



5.6

**GHIDUL  
DEZVOLTATORULUI  
DEVELOPER'S GUIDE**



## O experienta vasta

Cu o experienta vasta in furnizarea de servicii pentru dezvoltatori, Imoteca livreaza planuri lucrative de marketing si vanzari, adaptand nevoile dezvoltatorului la cerintele pietei. Pentru ca lucram constant alaturi de companii locale si internationale pentru a dezvolta campanii de marketing si PR, inclusiv BTL, ATL si digital, putem garanta elaborarea unor strategii de promovare la costuri optime, cu cea mai buna eficienta si impact ridicat. Astfel, Imoteca actioneaza pentru dezvoltatori ca un departament intern de marketing, PR si Vanzari aducand ca beneficii directe reducerea costurilor si optimizarea proceselor.

## An extensive experience

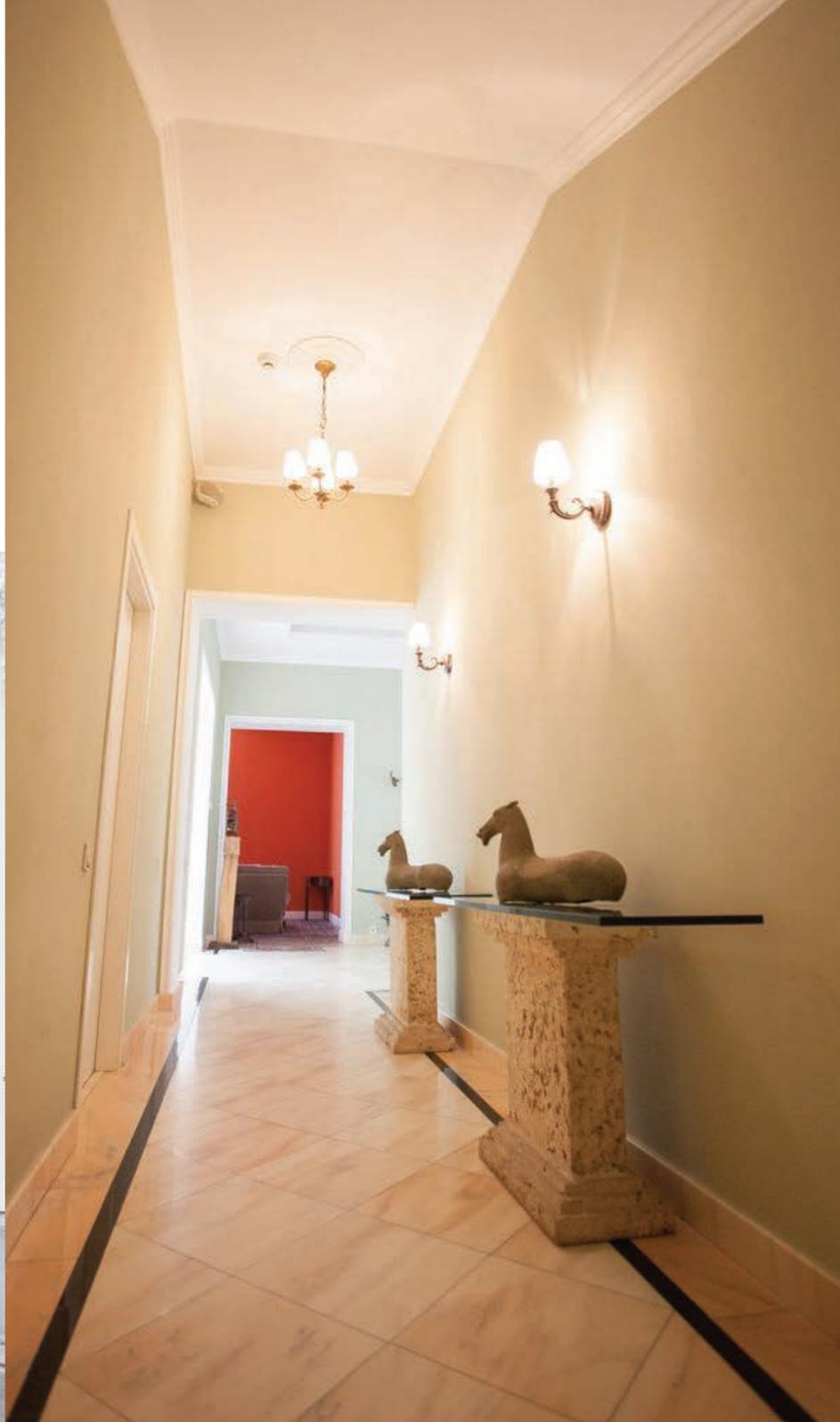
With extensive experience in the provision of services for developers, Imoteca delivers the marketing and sales plans that the developer needs, tailored to the real needs of the market. Because we work constantly with local and international companies to develop marketing and PR campaigns, including ATL and BTL, digital, we can guarantee the development of promotional strategies with an optimal cost and the highest efficiency and impact. Thus, Imoteca acts as an internal Department of marketing, PR and sales for developers with direct benefits such as reducing costs and optimizing processes



5.7

**WE-RENT.RO**

**ONLINE RENTAL  
PLATFORM FOR  
OWNERS AND  
TENANTS**



## Cauta. Gaseste. Inchiriaza.

Cea mai simpla solutie pentru inchirieri in Bucuresti. Cel mai rapid motor de cautare.

O platforma online care poate fi accesata oricand si oriunde. Cu un model simplu de cautare, cu display inclus pe harta pentru o mai buna orientare. Pe we-rent.ro va oferim cea mai buna selectie de proprietati. Verificata.

We-rent.ro pune la dispozitia proprietarilor o sectiune de log in pentru obtinerea unor rapoarte la zi cu privire la statusul proprietatilor si al situatiilor financiare.

## Search. Find. Rent.

The simple solution for Bucharest rentals. The quickest search engine.

An on-line platform that can be accessed anytime, anywhere. Simple search, results displayed directly on the map for a better orientation. On we-rent.ro we have the best selections of properties. Verified.

We-rent.ro includes a log in section specially created for owners who want to have access at an up-to-date report on the properties and the financial status.



5.8

**MANAGEMENTUL  
PROPRIETATII**

**PROPERTY  
MANAGEMENT**

## Servicii integrate pentru managementul proprietatii

Imoteca ofera servicii integrate de property management. In acest sens, echipa de experti Imoteca se poate ocupa de intreg procesul care vizeaza administrarea unei proprietati sau a unui pachet de unitati locative de la inchiriere pana la amenajarea apartamentului, colectarea incasarilor, distribuirea sumelor si emiterea facturilor, coordonarea echipei de mentenanta etc.

Serviciile noastre se bazeaza pe experienta de 16 ani in piata imobiliara si includ instrumente moderne de raportare si servicii one-stop-shop personalizate.

## Integrated property management services

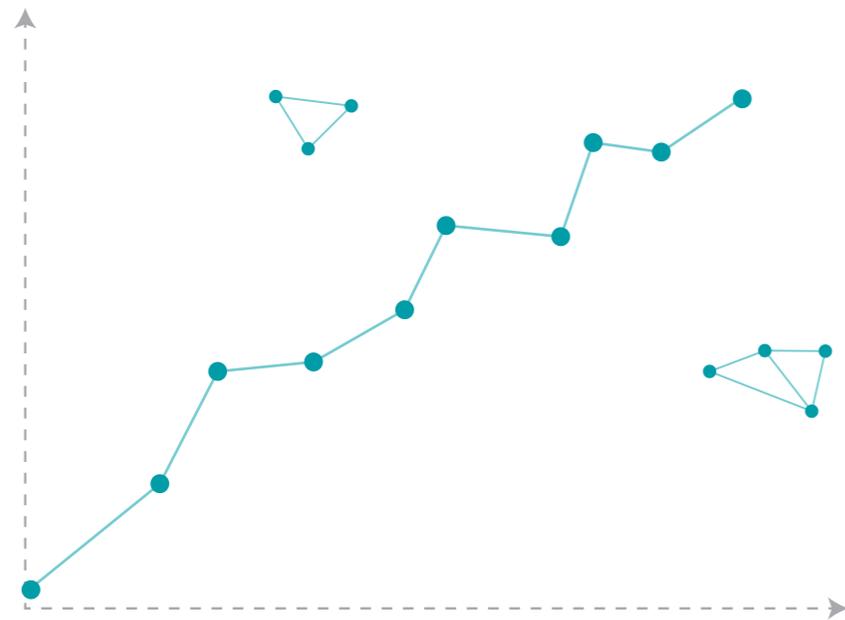
The simple solution for Bucharest rentals. The quickest search engine.

Imoteca offers integrated property management services. In this regard, Imoteca's team on real estate market can handle the entire process of managing a property or a package of housing units from rental to interior design, collecting the payments, distributing the incomes and invoice issuance, coordinating the maintenance team, etc.

With 16 years of experience on real estate market, our services include modern reporting tools and personalized one-stop-shop services.



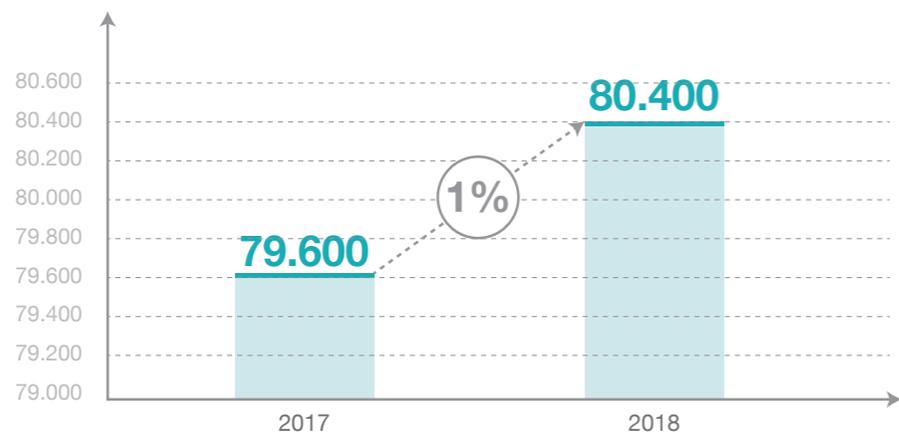
ONE STOP SHOP



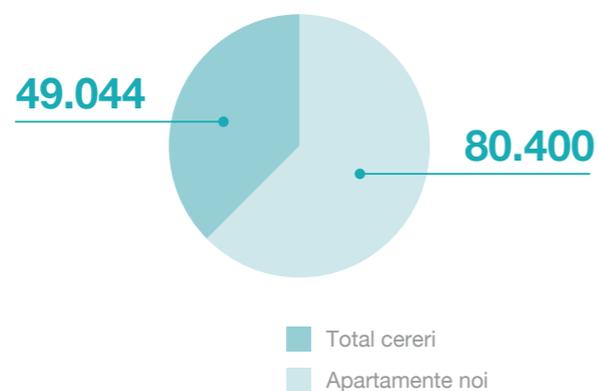
5.9

**MARKETING SI  
CERCETARE DE PIATA**

**MARKETING  
AND RESEARCH**



Source: Imoteca market research & analysis department and INSSE



Source: Imoteca market research & analysis department and INSSE

## Marketing si cercetare de piata

Strategia de marketing si vanzari va fi elaborata de catre specialistii Imoteca luand in considerare recomandarile clientului alaturi de indicatiile agentiei de advertising implicate in proiect. Pentru fiecare proiect rezidential din portofoliul nostru am realizat strategii personalizate, adaptate pentru: target clienti, tip de abordare, preturi, localizare, precum si pentru realitatea curenta a pietei economice si a celei imobiliare.

Departamentul de analiza de piata din cadrul Imoteca realizeaza documente complexe si argumentate care s-au dovedit de un real ajutor clientilor nostri in luarea unor decizii strategice.

## Marketing & research

The marketing and sales strategy will be elaborated by the Imoteca specialists by considering the recommendations made by clients, along with the directions of the advertising agency involved in a project. For each residential project from its portfolio, Imoteca has developed customized strategies, adapted in terms of the client targets, type of approach, prices, location and also the current status of the economic and real estate markets.

Also, our market research and analysis department provides comprehensive documents that proved to be extremely useful for our clients when taking important strategic decisions.



5.10

**APLICATIE E-RESI TOOL  
BY IMOTECA**

**E-RESI TOOL  
BY IMOTECA**



Imoteca a lansat recent versiunea Beta a primului tool e-resi din Romania; astfel puteti cauta, compara si analiza cu ajutorul acestui tool ce proprietati sunt disponibile in bugetul de care dispuneti, care ar fi cele mai avantajoase pachete de apartamente, care sunt preturile de referinta in cele mai interesante zone din Bucuresti.

**[imoteca.ro/e-residential](http://imoteca.ro/e-residential)**

Imoteca has recently launched the Beta version of the first e-residential tool in Romania, so that you can check for yourself what properties are available within your budget, what are the rents for the selected properties, what are the prices in the most interesting areas in Bucharest.

[Afla mai multe aici / More on](#)

<http://www.imoteca.ro/marketing-and-workshops>



5.11

**CONSTRUIESTE  
UN ORAS VERDE**

**BUILD UP YOUR  
CITY**

Ne implicam in crearea unui mediu de viata sanatos. Plantam copaci si fapte eco-friendly.



Our team gets involved in creating a healthier living environment. We plant trees and eco-friendly deeds.



5.12

**EDUCATIE  
PENTRU VIITOR**

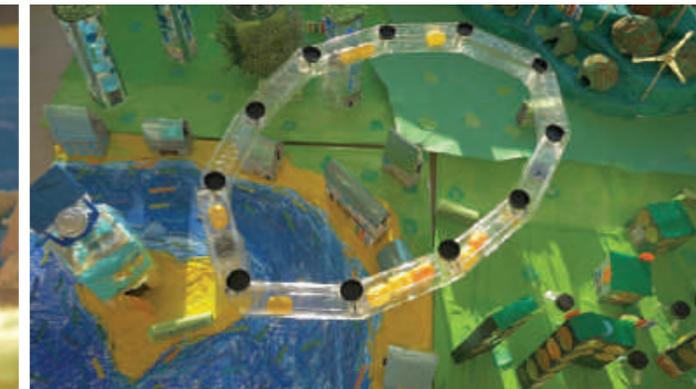
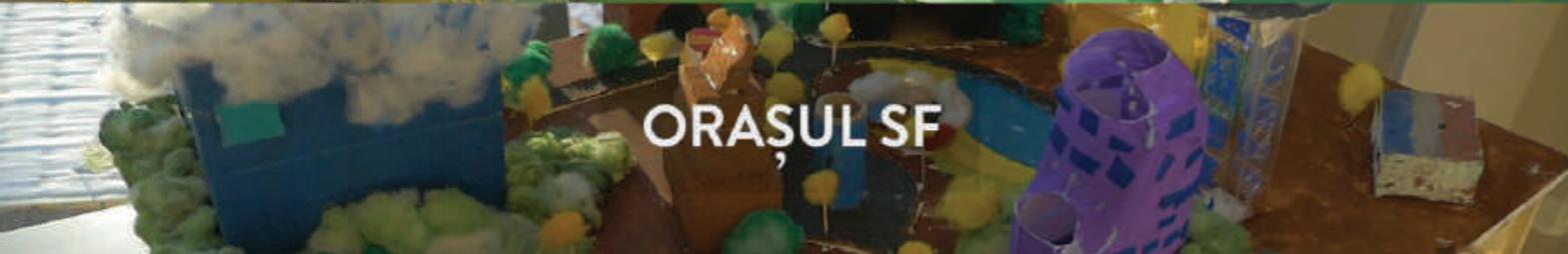
**EDUCATION  
FOR THE FUTURE**

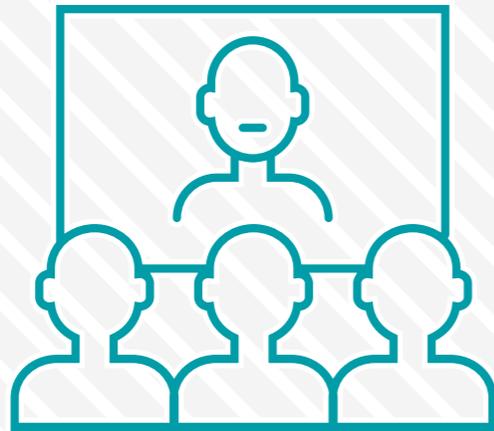
## De-a Arhitectura @ IMOTECA

Human-to-Human business este o abordare care depaseste procesul comercial. Ne dorim sa sustinem o dezvoltare durabila alaturi de partenerii si clientii nostri. Iar educatia este esentiala spre acest viitor.

## Together with De-a Arhitectura

We have participated to educative projects for children, our purposes being to support future responsible and consciousness real estate developers generation





5.13

**SCOALA DE  
REZIDENTIAL IMOTECA**

**IMOTECA  
RESIDENTIAL  
SCHOOL**



## Conferinte personalizate

Imoteca - The Residential Experts continua programele de workshop-uri si conferinte personalizate pentru companii si institutii. In cadrul etapei am avut onoarea sa sustinem astfel de programe pentru IBM, Orange, Carrefour si BRD. Pentru mai multe detalii, asteptam sa ne scrieti la [support2h@imoteca.ro](mailto:support2h@imoteca.ro)

## Customized workshops

Imoteca - The Residential Experts will continue the customized workshops and conferences for companies and institutions. During the first phase we had the honour to support such programs within IBM, Orange, Carrefour and BRD. For more details, you can contact us at [support2h@imoteca.ro](mailto:support2h@imoteca.ro)



## Scoala de rezidential Imoteca

Imoteca ofera programe de training intensiv pentru toate categoriile de experienta: de la programe pentru new-entry la sesiuni de coaching pentru senior manageri. Programele includ notiuni teoretice, exemple si aplicatii practice, pe teren. Scoala de rezidential Imoteca este deschisa tuturor celor interesati de domeniu.

Pentru mai multe informatii: [support@imoteca.ro](mailto:support@imoteca.ro)

## Imoteca residential business school

At Imoteca we provide intensive training sessions for the professionals interested in residential - from new-entry trainings to senior managers coaching sessions). The programs include practical examples, on-site trainings and course support. Imoteca residential business schools is open for everybody interested in this field.

For more info: [support@imoteca.ro](mailto:support@imoteca.ro)



# 6

NOTE  
NOTES





MULTUMIM  
THANK YOU

20  
19

MULTUMIM  
PROFESIONALIȘTI

—

imo  
teca  
.ro

THE  
RESIDENTIAL  
EXPERTS

—

office@imoteca.ro  
support2h@imoteca.ro  
+ 4.021.230.44.55

—



facebook.com/ImotecaRealEstate



instagram.com/imoteca\_theresidentialexperts



linkedin.com/company/imoteca-real-estate-company

