



# DLA PIPER ITALY REAL ESTATE SUMMIT



**Roberto Lauritano**

Head of Letting Department  
*Generali Real Estate*

Roberto Lauritano started working Head of Letting Department at Generali Real Estate SpA SGR in 2009. In this position, his duties are: ensure the achievement of the defined objectives in terms of gross financial vacant reduction, direct portfolio rents, debt collection rate, monitor and improve the quality of the incoming tenants, manage the relationship and the renegotiation with the main tenants through the Key Account Managers and manage the team of Letting Managers and Debt Collection Managers and monitor overall and individual performance. Before Generali, he was at Toro Assicurazioni – FIAT Group, working in private pension, financial & banking product business development.

Roberto holds a Business & Management Evening Master at SDA Bocconi, Milan, and attended several courses in Financial planning of real estate operations, Evaluation of real estate operations and Real Estate Asset management.

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