



# MIDDLE EAST REAL ESTATE SUMMIT 2018



**Leonard J. O'Donnell**  
President and CEO  
*USAA Real Estate Company*

Len O'Donnell is President and Chief Executive Officer of USAA Real Estate Company, the commercial real estate investment and management arm of USAA, overseeing all operations of the company. Mr. O'Donnell came to USAA Real Estate in January of 2011 as President and Chief Operating Officer with more than 30 years of experience in real estate. In this capacity, Len was responsible for all acquisitions and capital market activities.

He was previously a Principal and Chief Investment Officer for Crimson Real Estate Fund, a real estate opportunity fund managed by Crimson Real Estate Advisors which specialized in value-added acquisitions and build-to-suit development. Prior to that, he served as President and CEO of Crimson Capital Ltd, a diversified real estate investment company offering investment management services, as well as development, property management and leasing through affiliated companies.

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