

Claudio Sani MRICS
Commercial Property Surveyor, Switzerland



What got you interested in surveying?

“Initially I studied Architecture and worked as an Architect for some years. I then decided to study Economics and decided I wanted a new direction. Property seemed an interesting area and has proved a good choice.”

Where did you do your training & what did it involve (which university did you attend & which course did you study)?

“I studied Architecture up to a Masters level at the Federal Institute of Technology in Zurich (ETH) finishing in 1996. I then did a Bachelors degree in Economics at the University of Applied Sciences in Zurich finishing in 2005. In the meantime I had moved into the property industry and was working for a company in Zurich selling and valuing investment properties combined with some property management. Neither of my degrees were RICS accredited so my RICS qualification was through the Senior Professional Route.”

What does your job involve?

“I am responsible for all the marketing and lettings for the current 100,000sqm of office space at Zurich airport. I also advise the small team working on an exciting new development at the airport called the Circle. This project will add another 200,000sqm of office, hotels, serviced apartments and special use space to the airport's portfolio.

My role, in relation to the current office space, involves the key account management of new anchor tenants, initiating and co-ordinating all the marketing such as online and print advertising, presenting the space at property trade fairs and establishing a good network of contacts. I am then responsible for the analysis and continuous monitoring of the market, contacts with potential tenants and all negotiations for letting the space.”

What do you enjoy most about your career in surveying?

"First and foremost I enjoy working for such a dynamic and exciting location and company. I don't think I would enjoy my job as much if my 100,000sqm of space was somewhere else, somewhere that wasn't so distinctive in some fringe location of Zurich . Also important is the variety in my work. I do everything from analytical tasks such as market analysis through to contact and negotiations with potential tenants. No two days are the same."

What has been a career highlight/most interesting project you've worked on?

"Probably 3 years ago when I started to implement the new marketing strategy and concept for the airport. Many people will remember the grounding of Swissair and the impact on passengers but few would have thought about the impact on the airport office space.

From being the one of the main occupiers, the loss of Swissair meant that the airport had in the medium term to find new occupants for the vacated space. That's when I was brought in to address this need to go out and market the airport as an office and headquarters location and find those new tenants."

What does the RICS qualification mean to you?

"It proves to the market my competence and reliability. It provides access to knowledge and the latest research and ideas. It has helped me enlarge and strengthen my professional network, something of great importance in my work. RICS in Switzerland is a rapidly growing network and is important to me."