

Gianni Pasini

43 Years Experience | Property Advisory & Development

Professional Summary

Gianni Pasini brings over four decades of experience across the Australian property market, with deep expertise spanning residential projects, development site acquisitions, and retail and commercial investments.

Having held senior roles with leading agencies including The Agency Projects, McGrath Estate Agents, Savills Australia, and Raine & Horne International, Gianni has advised developers, investors, and institutions on complex property transactions and strategic asset positioning.

At Super Equity Link, Gianni works with clients to structure and execute property investment strategies, whether through superannuation or existing equity, ensuring every decision is grounded in discipline, due diligence, and long-term value.

Core Expertise

- SMSF Property Investment & Structuring
- Development Site Acquisition & Advisory
- Residential Project Marketing
- Retail & Commercial Investment Sales
- Due Diligence & Feasibility Analysis
- Asset Value Optimisation
- Negotiation & Contract Strategy
- Development Approval & Planning Processes

Professional Experience

The Agency Projects

Senior Associate | Sep 2019 – Mar 2025

- Advised developer groups and private investors on residential project development and investment strategy
- Sourced and assessed development opportunities, including feasibility analysis and due diligence
- Led project marketing initiatives across medium-density residential developments
- Recognised for integrity, professionalism, and strong client advisory capabilities

Projects & Property Consulting

Independent Property Consultant | Feb 2018 – Present

- Provided end-to-end advisory services across development site sourcing, feasibility, and project execution
- Delivered due diligence and contract review expertise on strategic acquisitions
- Managed development approval processes and coordinated marketing strategies for residential projects
- Supported clients across both acquisition and divestment phases

McGrath Estate Agents

Sales Manager – Projects | Apr 2016 – Jan 2018

- Managed sales teams across multiple residential developments in Sydney
- Led off-the-plan marketing campaigns and project sell-down strategies
- Identified and sourced new development opportunities for clients

IPM Holdings Pty Ltd

Head of Sales & Acquisitions | Jan 2015 – Apr 2016

- Sourced development opportunities for a leading Sydney developer with a strong project pipeline
- Coordinated acquisition strategies and marketing execution across key developments

Lidis Group

Head of Advisory / Sales Director | Jul 2010 – Jun 2014

- Directed project development and marketing strategies across multiple assets
- Oversaw site acquisitions, asset management, and divestment processes

Savills Australia

Associate Director | Nov 2005 – Oct 2008

- Specialised in retail and commercial investment sales
- Managed transactions involving local and international buyers
- Facilitated the sale of development sites across multiple sectors

Ray White / Elders Kensington

Principal / Sales Director | Oct 1999 – Oct 2005

- Owned and operated a real estate agency specialising in residential, retail, and commercial property
- Led sales and property management operations

Austland Property Services Pty Ltd

Director / Licensee-in-Charge | Mar 1996 – Sep 1999

- Managed development, project marketing, and advisory services
- Focused on medium-density residential projects across Sydney

Raine & Horne International

Associate Director | Nov 1987 – Feb 1996

- Co-founded the Residential Project Marketing Division
- Managed commercial sales and investment transactions

Sages Real Estate

Principal / Sales Director | Nov 1981 – Sep 1987

- Built and scaled a real estate agency operation in Sydney
- Progressed from Sales Associate to business ownership

Selected Project Experience

Gianni has been directly involved in the marketing and execution of landmark developments including:

- **The Lennox, Parramatta** – 43-storey mixed-use residential tower (413 apartments)
- **The Elan, Kings Cross** – 38-storey landmark residential tower
- **IDA, Potts Point** – Boutique luxury heritage redevelopment
- **Jardin, Maroubra** – Premium residential development near coastal precinct
- **Grandfield, Kellyville** – High-growth residential project in Sydney's North-West
- **Du Louvre, Waterloo** – Boutique inner-city development
- **Coogee View, Coogee Beach** – Absolute beachfront residential development
- **Quay Point, Pyrmont** – Premium harbourfront apartments

Also involved in major development site transactions and commercial asset sales across Sydney and NSW.

Industry Experience & Track Record

- 43+ years in the Australian property industry
- Extensive experience across residential, commercial, and development markets
- Strong relationships with developers, investors, and institutional stakeholders
- Proven ability to execute complex transactions and strategic site acquisitions

Qualifications

- Real Estate Licence (NSW) – since 1984
- Real Estate Advanced Certificate – TAFE NSW
- Real Estate Auctioneers Certificate

Languages

- English
- Italian