

WARD S. CASWELL

3 Upland Drive, West Newbury, MA 01985
(617) 304-2689 | wardcaswell@gmail.com

Agile Product Owner with C-suite experience in commercial real estate research and software. Available for contract work up to 20 hours per week.

EXPERIENCE

THIRTY CAPITAL

Product Owner, SME

West Newbury, MA

March 2020-March 2021

Oversaw design, development and implementation of key components for a commercial real estate data dashboard for fund owners consolidating data from multiple property management, leasing, accounting, government and other sources in an AWS framework.

REAL FOUNDATIONS

Research Consultant

West Newbury, MA

March 2016-January 2020

Produced a series of training videos to teach commercial real estate terminology, concepts, and practices to staff of a major services firm working with the top tier of public and private real estate funds. Developed techniques for a research data-based solution to answer the question of how many commercial real estate leases are there in the world. This produced tables for statistics on the size of numerous CRE metrics at the country and property type level which were summarized in a white paper and marketing piece used to help garner business for handling the changes in IFRS and GAAP lease accounting.

THE BEVERIDGE FAMILY FOUNDATION, INC.

President

West Newbury, MA

November 2009 – Present

President of a \$65m private foundation funding charitable organizations in Hamden and Hampshire Counties in Western Massachusetts. Duties include executive oversight of all legal, accounting, investment, grant making, and board activities.

ARGUS SOFTWARE – ALTUS GROUP

Product Manager

Needham, MA

March 2013 – October 2015

Oversaw Argus products including CRM, Developer, and Developer Budget. Under Consolidated product capabilities with a focus on quality, profitability and industry acceptance. Worked closely with the Sales, Support, QA, Development and Management to to increase market share and profitability. Led the development of new web-based products to expand into new markets, technologies, and capabilities. Coordinated major strategic initiatives.

Director of Key Accounts

July 2011 – March 2013

Worked with major partners and partners to craft innovative solutions to complex problems.

STATE STREET BANK

Vice President, Performance Analytics Consultant

Boston, MA

February 2010 – June 2011

Led real estate group to evaluate holdings, returns, and exposures for the bank's institutional custody clients consisting of the world's largest pension and sovereign wealth funds. Managed client presentations, sales, timely and accurate delivery of investment board reports, investment return analysis, and client satisfaction.. Led State Street's involvement in development of performance reporting standard through OSCRE, a global industry consortium.

**WSC, INC.
President**

Needham, MA

April 2009 – February 2010

Completed assignments included disciplined product reviews, new product development plans, long term broad-geography data collection and forecasts, market analysis, and research for the creation and expansion of private real estate funds. One assignment led to the merger of the two largest data firms in the US.

**COLLIERS INTERNATIONAL
Chief Research Officer - Global**

Boston, MA

January 2008 – March 2009

Oversaw Research in decentralized partner organization with 293 offices in 61 countries, \$2 billion in revenue and 11,000 professionals. Led 250 research staff creating and executing global strategic plan built with input from all constituents. Reduced costs 61% while adding capabilities by consolidating contracts, reducing staff, improving communications, updating systems, clarifying roles and streamlining processes. Developed econometric forecasting tools for research field staff. Sponsored global system developments and governance including CRM, statistical and property databases for improved reliability, perception and usefulness. Founding member: Global Sustainability Council and Corporate Social Responsibility. Upgraded mapping, demographic and site selection capabilities moving to a for-fee model for improved scalability, accountability and extended product offerings. Established uniform processes for data collection, assimilation, aggregation, analysis, and distribution. Results increased media prominence for Colliers and enhancing company image as thought leader.

CB RICHARD ELLIS

Boston, MA

Vice President, U.S. Director of Research**January 2003 – December 2007**

Directed U.S. Research for the world's largest commercial real estate services firm. Managed over 200 staff with \$26 million annual budget. Oversaw production of research publications and development of enhanced capabilities. Oversaw global CRM system development and processes.

- Integrated research departments of Insignia/ESG, Trammell Crow, and others with better than desired synergies, consistent processes, systems, and with 50% savings.
- Engineered the industry dominant national database of every commercial property in the U.S. with synchronized updates from data vendors including CoStar.
- Elected to Executive Board of the Open Standards Consortium for Real Estate (OSCRE). Created standards for industry efficiencies in data sharing.
- Negotiated vendor contracts for cost savings, capability expansion and strategic advantage.
- Improved the timeliness of national publications from 50, to three days after quarter end, which resulted in significant gains in press and marketing traction.
- Created a Retail Site Selection Group using cutting edge tools to win national retail clients and introduce a new revenue-generating department.
- Founded a lower cost data quality department and created software and processes to audit company data using domestic off-site, on-call, low-wage workers.

TORTO WHEATON RESEARCH A CB RICHARD ELLIS COMPANY

Boston, MA

Manager of Research Systems**February 1998 – January 2003**

Managed all products, data, and software for premier commercial real estate forecasting firm.

EDUCATION AND LICENSES

Inclusive and Ethical Leadership Certificate – University of South Florida	2022
M.I.T. Center for Real Estate - Coursework in Real Estate, Finance, and Derivatives	2007
Tufts University – B.S. Electrical Engineering	1988