



Justas Vaitulevicius

Real estate sales · development · AI solutions

20 years in the Lithuanian real estate market: residential development and sales (Novalex, DOMÉ), commercial brokerage (Inreal, CBRE Baltics), B2B SaaS for building management (MEPCO / Granlund). Most recently Head of Sales at DOMÉ: Žvėryno City Phase II (112 apartments + 15 commercial units) sales – ~25 M €, 99 % of apartments sold; Žygimantų 12 and Ampera – pricing and product strategy.

— CONTACT

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Vilnius, Lithuania

Married, 2 children

Driving licence: B

— EXPERTISE

Sales leadership

Pricing strategy

Product definition

Competitor analysis

Residential and commercial brokerage

Investment analysis (IRR, CoC, DCF)

Lithuanian property law, zoning (bendrasis planas), STR regulation

Contract and notarial process

SaaS / B2B sales

Public tenders

AI workflow automation

Excel, Power BI

— LANGUAGES

Lithuanian native

English fluent

Russian good

Polish basic

— EDUCATION

BSc Management and Business Administration

ISM University of Management and Economics

2010 · Vilnius

EXPERIENCE

2023 – 2026

Head of Sales

DOMÉ

Responsibilities: sales of the residential projects Žvėryno City (Phase II), Žygimantų 12 and Ampera with a team of 2–3 sales professionals – pricing, product strategy (what to build and how to position it), competitor analysis, sales plans and board reporting, the full deal process from viewing to notary, contract management.

Investment decisions: business-plan review of prospective acquisitions – sales assumptions (price/m², absorption rate, unit mix), competitive landscape, risks; recommendations to management before the purchase decision.

Achievements: Žvėryno City Phase II (112 apartments + 15 commercial units) – 111 of 112 apartments and 13 of 15 commercial units sold, sales volume ~25 M €. Žygimantų 12 and Ampera – pricing and product strategy set, sales ongoing. Built the competitor-analysis and sales-reporting system.



Žvėryno City
313 apts · 7 buildings
zverynocity.lt



Žygimantų 12
54 apts + 461 m² commercial
zygimantu12.lt



Ampera
44 apts + 66 commercial units
ampera.lt

2022 – 2023

Associate Director, Advisory & Transaction Services

CBRE Baltics

Client advisory and transactions across office, retail and investment property.

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— KEY FIGURES

~25 M €

Žvėryno City Phase II sales

111 / 112

Phase II apartments sold by departure

~3,500 properties

Granlund Manager LT + LV, ~2 M m²

800 k €

Indas Resources turnover in year 2

Broker of the Year

Inreal, 2007



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My experience and projects

justasvaitulevicius.com

EXPERIENCE (CONTINUED)

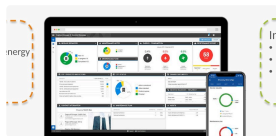
2018 – 2022

Head of SaaS Sales Department

MEPCO, JSC

Responsibilities: expansion of the Finnish SaaS platform Granlund Manager (building maintenance management) in Lithuania and Latvia – market analysis, sales plans, public tenders, integration projects (Power BI, IoT, e-signature), relaying client needs to developers.

Achievements: platform in use on ±3,500 properties, ~2 M m². Clients: MAXIMA EE, TURTO BANKAS, LORDS LB, KESKO SENUKAI, VASTINT LV, YIT LT, SIRIN Development.



Granlund Manager
building maintenance and energy management platform



Maintenance & ticketing
service request flow, SLA tracking



Reporting
Power BI integration, portfolio KPIs

2016 – 2018

Head of Sales

INDAS RESOURCES

Responsibilities: B2B import and sales of edible oils in Lithuania and Latvia (Ukraine, Indonesia, Malaysia); import-export operations of 120–180 t/month.

Achievements: sales from zero to 800 k € turnover in year two with a team of two.

2013 – 2016

Residential Project Manager · Head of Commercial Real Estate

NOVALEX

Residential projects from land search and market analysis through concept, permits, pricing and sales (Poškos g., Sėlių g., Subačiaus g. 19). Budgets and forecasts, business-plan preparation and review (sales assumptions, competitive landscape), sales and marketing strategy, PR; representation in acquisitions and disposals.



Subačiaus g. 19 · courtyard



Subačiaus g. 19 · facade



Subačiaus g. 19 · detail

2011 – 2013

Deputy Director

Crealty Express

Commercial brokerage and client representation; built and trained a broker team of 1–3.

2009 – 2011

Commercial Real Estate Broker & Partner

Core Solutions (CoRES) · 2011 – Project Manager, CREalty Advisors

2006 – 2009

Commercial Real Estate Broker

Inreal

Client representation in commercial transactions. Broker of the Year 2007.