

KENN MUKHERJEE

Senior High-Rise Condominium Sales Lead | Pre-Construction Launch Specialist

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PROFESSIONAL SUMMARY

Senior real estate professional with 30+ years of experience leading sales for landmark high-rise residential, mixed-use, and commercial condominium developments across the Greater Toronto Area. Recognized for consistently driving pre-construction and on-site sales performance, managing high-value client relationships, and partnering effectively with developers, brokers, and marketing teams. Extensive experience with luxury, investor-driven, and mixed-use projects, including flagship developments with Lanterra Developments, CityZen, Cadillac Fairview, H&R Developments, and other major builders. Known for calm leadership, deep product knowledge, and trusted credibility in challenging market conditions.

CORE EXPERTISE

- Markets High-Rise Condominium Sales Leadership
- Pre-Construction & On-Site Sales Execution
- Developer & Brokerage Relations
- Luxury & Investor Sales
- Mixed-Use & Commercial Condominium Projects
- Market Positioning & Sales Strategy
- Team Leadership & Mentorship
- Client Advisory & Contract Negotiation
- Absorption Strategy in Variable

COMMUNICATION AND NEGOTIATION

- **Client-Centric Approach** Understanding customer needs to create win-win outcomes.
- **Deal Closure Expertise:** Consistently exceeds revenue targets through strategic planning and execution.
- **Leadership & Collaboration:** Inspires teams and fosters cross-functional cooperation.
- **Market Adaptability:** Skilled in aligning strategies with global trends and diverse cultures.

PROFESSIONAL EXPERIENCE

Senior Sales Lead / Broker

High-Rise Sales Lead / Broker

Lanterra Developments - Milborne Real Estate Inc. – Suite Realty Inc.
1992 – 2026

Three decades of continuous leadership in high-rise condominium sales across Toronto and the GTA, specializing in pre-construction, conversions, receivership sales, and complex mixed-use projects.

Led sales for major downtown Toronto for high-rise condominium developments during a highly volatile market cycle.

Key Projects Include:

- Glenhill (Lanterra)
- Notting Hill PH1 & Notting Hill PH2 (Lanterra)
- Natasha (Lanterra)
- Rodeo Drive Condos PH1 and PH2 (Lanterra)
- 50 Scollard (Lanterra)
- Artist Alley & Artist Alley II (Lanterra)
- 31 Parliament (Lanterra)

Selected Landmark Developments:

- 11 Wellesley & 15 Wellesley Commercial Offices (Lanterra Developments)
- The Britt (Lanterra)
- Flair & Flair North
- Maple Leaf Square (Maple Leaf Sports, Cadillac Fairview, Lanterra)
- L-Tower (CityZen)
- 18 Yonge (Malibu Investments, H&R Developments, Lanterra)
- ICE Condominiums PH1 & PH2 (Lanterra)
- WaterPark City (Atlantis, Aquarius, Boulevard) (Lifetime, Lanterra, H&R)
- Neptune I & II (Lifetime Developments, Lanterra, H&R Developments)
- Toy Factory Lofts (Lanterra)
- Rodeo Drive PH1 & PH2 (Lanterra / Cadillac Fairview)
- Treviso PH1–PH3 – Condos and Retail (Lanterra)
- TeaHouse PH1 & PH2 (Lanterra)
- 3018 Yonge (Lanterra)
- 1121 Bay (Edilcan Developments)
- Signatures at 55 Bloor (Edilcan)
- Metropole – 7–21 King St. (National Trust HQ Conversion) (H&R Developments)

- Penrose – 750 Bay (H&R Developments)
- Kingsdale – 238 Doris Ave (H&R Developments)
- Times Square – 109 Front St (Camrost – Felcorp)
- Courtyards of Rosedale (Townhomes with Commercial - Retail)

Receivership / Power of Sale Projects:

- Esprit Condominiums (Receivership- Ernst & Young / Royal) trust
- Enfield Place Ph I & II (Canada Trust – Power of Sale)

Key Contributions:

- Drove rapid absorption during pre-sale launches
- Consistently delivered high-volume sales under compressed timelines
- Acted as trusted advisor to developers and senior management
- Maintained long-term broker and investor relationships
- Supported projects through market downturns and recoveries

Earlier Real Estate Roles

- Royal LePage Land Sales & Developments – 1992
- RE/MAX Venture Realty Corp. – 1990–1991
- FRAM Building Group – 1989–1990 Nortonville Estates – Southpoint Estates

EDUCATION & CREDENTIALS

- Real Estate Broker's License, Ontario
- Business – Hotel & Restaurant Management Diploma, Sheridan College
- Advanced studies in:
- Appraisal Institute of Canada (AIC)
- Real Estate Finance & Appraisal
- Mortgage Law
- Development Feasibility
- Construction & Cost Estimating

PROFESSIONAL AFFILIATIONS

- Fellow of the Real Estate Institute (FRI)
- Certified Real Estate Specialty (CRES)
- Toronto Regional Real Estate Board (TRREB)
- Canadian Real Estate Association (CREA)
- Ontario Real Estate Association (OREA)
- Real Estate Institute of Canada (REIC)
- Toronto Home Builders Association (THBA)