

Kateline Viersac

Senior Real Estate Development Manager

Paris · Île-de-France · [linkedin.com/in/kateline-viersac-950ba891](https://www.linkedin.com/in/kateline-viersac-950ba891)

Seven years of experience in residential and office development across the Paris region, with a strong grounding in both private promotion and public sector delivery. Leads schemes from structuring to handover: permits, tender packages, budgets, site management, housing-provider and authority relations.

7 years of experience · 25+ projects led · 1,800+ housing units · 9 planning permits filed · 7 permit amendments · 2 water-law approvals · 520 homes delivered

KNOWLEDGE

- Scheme structuring and planning permits
- Development zones and how local authorities work
- Public-access and high-rise building rules
- Social housing, PSIA and shared-ownership approvals

DELIVERY

- Developer margin models and financial forecasts
- Public and private tenders, tender packages
- Leases, delegated client contracts, co-ownership deeds
- Programme, budget and handover control

APPROACH

- Chairing meetings and managing teams
- Relations with housing providers, authorities and residents
- Diplomacy in political and unionised settings
- Rigour, organisation, responsiveness

PROFESSIONAL EXPERIENCE

Marne au Bois SPL

2025 · Public sector development · Paris region

Programme manager

- Structuring and management of public-sector development schemes.
- Institutional coordination and relations with local authorities.
- Programme, budget and land-partnership monitoring.

Est Ensemble Habitat

2022 — 2024 · Public sector housing · 32,000 homes managed

Development manager

- Management of social and mixed-tenure housing schemes.
- Relations with local authorities, housing providers and institutional partners.
- Budget, permit and handover tracking.

BNP Paribas Real Estate

2021 · Private development · Housing

Development manager — 3 schemes

- Took over three residential schemes mid-course, from permit to handover.
- Managed administrative and legal challenges and lifted permit conditions.
- Handovers, snagging and defects liability follow-up.

Prim'Arte

2020 — 2021 · Private development · Housing

Development manager — 2 schemes

- Construction, handover, buyer care and Kaliti / Unlatch tools.
- Handed over the Sannois scheme with an average of 2.5 snags per home.
- Housing-provider relations: Hauts-de-Seine Habitat, IN'LI, CDC Habitat, Antin Résidences.

Pierreval

2020 · Private development · Housing

Manager of 15 projects across the Paris region

- Portfolio of 15 residential schemes: structuring, landowners, local authorities, housing providers and budgets.
- Water-law files, amended permits, works commencement notices, preventive surveys.

Altarea Cogedim

2018 — 2019 · Private development · Housing · Seine-Saint-Denis

Seine-Saint-Denis division — 5 schemes

- Permits, tender packages, sales launch, construction and handover in inner suburbs.
- Award entry for the Pyramides de la promotion immobilière for Greenlane, Romainville.

BNP Paribas Real Estate

2017 · Private development · Offices · Graduate internship

Sciences Po urban planning programme

- Structuring of large-scale office schemes in Paris and La Défense.
- Preparation and filing of planning permits.
- Projects: La Ville Multistrate (18,000 sqm), Les Miroirs CB20 (12,000 sqm), Arboretum (126,000 sqm).

EDUCATION & CERTIFICATIONS

- Master's in Urban Planning — Sciences Po Paris, Urban Planning track, RICS accredited
- Master's in Geography — Sorbonne / Columbia
- AIPR "Profil Concepteur" certification — April 2025
- McKinsey Forward Program — December 2025
- Automatic driving licence — expected September 2026

LANGUAGES

French (native) · English (bilingual, C2) · Spanish (C1) · Portuguese (B1)

TOOLS

Microsoft Office · Adobe Suite · Primpromo · Gesprojet · Kaliti · Unlatch

ASSOCIATIONS

Mentor with Télémaque since 2023 · Board member, Sciences Po Urba