



DLA Piper Global Women's Leadership Summit



Robyn Alexander
Senior Vice President
Deputy General Counsel
Revantage

Robyn Alexander is a senior executive, business partner, and strategist highly experienced with premier investment firms and Fortune 150 companies. She advises boards of directors and C-suite executives on enterprise-wide legal and business issues. Throughout her career as a real estate expert, she has led companies through value-enhancing start-ups and transitions by aligning strategy and growth directives with corporate goals and broader industry opportunities. Her background encompasses transactions, operations, and leasing in the financial services, industrial, shared services, multifamily, logistics, retail, and office sectors among others. As real estate environments fluctuate, Ms. Alexander's global perspective and legal foundation inform the critical risk issues she elevates for board level attention.

Currently, she serves as Senior Vice President and Deputy General Counsel of Revantage, a Blackstone Company established as the shared service provider for the firm's global real estate portfolio. Blackstone is the largest buyer/seller/borrower of commercial real estate across all asset classes in the world. Ms. Alexander leads transactions and leasing (\$100B+) for Revantage in multiple commercial real estate sectors, representing 70 percent of revenue. Concurrently, she oversees all legal department operations and manages aspects of the global legal team expansion into U.K., Singapore, and Luxembourg.

To meet the increasing level of investment capital, Ms. Alexander transformed operations by focusing on strategic delivery of legal services for all portfolio companies. Numerous outsourced legal firms serving Blackstone in an array of areas were reduced to 10 approved firms, with dedicated specialists. Those trusted working relationships have markedly decreased the transactional closing time for competitive advantage. Her priority is delivering continuity, she introduced an automated due diligence and transaction reporting process to coalesce the valuable data points and ultimately create a proprietary pool of information. Through robust data analytics in real time and increased reporting, senior leadership will be able to identify and assesses global patterns and trends influencing strategy development, and pivot according to cyclical inflection points.

Before joining Revantage, Ms. Alexander was Divisional V.P. and Deputy General Counsel of Supply Chain, Home Services at Sears Holdings Corporation, earlier she was General Counsel of Real Estate following roles with increasing responsibility during her 13-year tenure. Her approach to risk identification and response strategies aligned with business and investment priorities led to success in a variety of large-scale transactions including partnering with securities counsel on the complex "spinoff" of A+ portfolio real estate into a newly created REIT, Seritage Growth Properties. She also negotiated and led aspects of significant portfolio mergers and acquisition transactions, including Sears Outlet and the

\$500M Land's End sale and Sears Home Improvement sale.

In recognition of her leadership and professional expertise, Ms. Alexander is a Board Member of the Advisory Council of ICSC Legal and a member of both CCWC – Corporate Counsel Women of Color. She has guest lectured on real estate law at Northwestern University School of Law. While at Sears, she supported Street Law, a non-profit program to interest youth in the legal profession. Her

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dedication to women's health is well known, she is a member of the Young Leadership Council and advocate for the Basser Center of Medicine and earlier a Board Member of the Counsel for a Cause for the American Heart Association's Chicago Chapter.

Ms. Alexander, a member of the Illinois Bar, earned a JD from the University of Dayton School of Law, a BA from the University of California at Berkeley, and continued her education with a certification in Building and Leading a Diverse Real Estate Firm from the NYU School of Professional Studies. She and her husband have two children and live in Chicago.

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