



Charles Pinkham, III
Director, Acquisitions & Development

Charles specializes in sourcing and analyzing acquisitions and investment opportunities across the United States as well as developing and qualifying relationships with lenders, strategic capital sources and JV partners for new investments. Further, Charles has active oversight of the production of financial analysis, financial reporting, accounting procedures and project management for investments and developments of Portman's Shanghai, China office.

Before joining Portman Holdings, Charles worked as the Senior Asset Management Analyst with Westwind Capital Partners for a portfolio valued at approximately \$2.5 billion. His duties included financial structuring, valuation of assets for hold/sell analyses, analyzing leases for prospective tenants and conducting due diligence for various acquisitions and dispositions. Charles was also previously employed by Eads & Heald Investment Counsel as an equity analyst and had trade execution responsibilities for more than 100 portfolios.

Charles graduated Cum Laude with a B.B.A. degree in finance from the University of Georgia and is a member of Urban Land Institute's Young Leaders.