Andres F. Cueto

Houston, TX 77077 | (713) 234-0262 | andres@cueto.io | www.cueto.io | linkedin.com/in/andrescueto

CORPORATE REAL ESTATE EXECUTIVE

Accomplished professional with nearly 20 years of experience across corporate real estate, development, and design, most of it in highly regulated financial services organizations, including leadership of an 800+ location, 6.1M sq ft portfolio with a $165M operating budget. Expertise in shaping real estate strategies and operational excellence, including asset management and governance, capital planning and projects, and workplace strategy across large, matrixed organizations. Proven leader of portfolio optimization and transformation initiatives that drive measurable cost savings, efficiency improvements, and sustainable business growth. Adept at influencing senior stakeholders and generating scalable, financially disciplined real estate strategies that balance cost, employee experience, and risk mitigation. Bilingual in English and Spanish, with professional working proficiency in French.

AREAS OF EXPERTISE

Real Estate Strategy | Operating Model & Organization Design | Partner-led Delivery Model | Portfolio Analytics & Optimization | Transactions & Lease Strategy | Occupancy Planning | M&A Due Diligence & Integration | Design & Construction Oversight | Executive Communications | Real Estate Governance | Financial Acumen & ROI | Location & Site Selection | Business Continuity | Workplace Experience & Services | Facility Management & Operations | Capital Planning & Projects | Cross-functional Leadership | Team Development

PROFESSIONAL EXPERIENCE

TDECU | Houston, TX **2020–2026**

VP, Corporate Real Estate

Elevated corporate real estate from a tactical facilities function into a strategic partner to business units and executive leadership, leading a 12-person in-house and partner team across 42 sites and a $16M operating budget, with responsibility for facilities, capital projects, transactions, physical security, business continuity, and Internal Audit and regulatory exam readiness.

- Directed the $29M consolidation and relocation of the 105,000 sq ft corporate headquarters, resulting in a collaborative, employee-focused workplace that increased employee engagement and satisfaction scores by 23%.
- Implemented new corporate real estate organization and delivery models, launched new technology platforms, and onboarded outsourced service partners, increasing service request productivity by 120% with no additional operating cost.
- Owned annual capital ($4M–$40M) and operating budget development, forecasting, and allocation in partnership with Finance, reporting to executive leadership.
- Oversaw corporate security and business continuity, including physical security, executive protection, and a new enterprise access control system, partnering with Legal, Compliance, and Enterprise Risk Management; restored operations through 10 severe weather events and safely reopened all 42 sites after COVID-19.
- Managed real estate workstreams across three M&A initiatives, including due diligence, site-level assessments, and financial analysis, delivering Day-1 readiness and seamless portfolio integration.

PNC Bank (formerly BBVA) | Houston, TX **2010–2020**

SVP, Real Estate Portfolio Manager

Managed an 800+ location, 6.1M sq ft portfolio of branches, offices, and operations centers with a $165M operating budget, directing about 70 outsourced lease, project, and facility management professionals across site selection, capital projects, lease management, acquisitions, and dispositions.

- Generated $8.6M in annual occupancy cost reductions through portfolio optimization including financial analysis, restructuring initiatives, and business case validation.

- Implemented new analytical frameworks and planning-led workflows, increasing project completion success rate by 25%.

SVP, Director of Branch Network and ATM Strategy

Led integrated branch and ATM strategy across 700+ branches and 900 ATMs.

- Achieved $9.75M in savings through data-driven branch network optimization, leveraging demographic and market share intelligence, financial modeling, and GIS mapping tools.
- Opened 15 new locations and repositioned branches from transactional channels into community and relationship-building hubs.

VP, Workplace Planning and Design

Managed design and project teams for a multinational bank's US portfolio.

- Completed 35 retail and corporate projects on budget, schedule, and scope, overseeing design and construction partners.
- Generated $7M in annual savings through the consolidation and relocation project for the new US headquarters, centralizing 800 employees in collaborative space and enabling the bank's Agile workforce transformation.

The Hanover Company | Houston, TX **2007–2009**

Design Manager, Development and Acquisitions

Managed multifamily development projects, overseeing multidisciplinary teams from site acquisition through construction completion.

- Delivered high-end apartments exceeding $600M in capitalization and 1,800+ units across major national markets.

EDUCATION

Johns Hopkins University, Carey Business School | Washington, DC **|** Master of Science in Real Estate Development

National Autonomous University of Mexico (UNAM) | Mexico City, Mexico | Bachelor of Architecture

University of Texas, McCombs School of Business | Austin, TX | Executive Education, Operational Excellence

AWARDS & RECOGNITION

TDECU | Game Changer Award for Performance Excellence

Houston Business Journal | Top 40 Under 40

Hispanic Executive Magazine | Featured Leader

BBVA | Senior Top Talent Leadership Recognition

BBVA | Pinnacle Club Award for Leadership Excellence

THOUGHT LEADERSHIP

Recurring speaker on real estate and workplace innovation in financial services at WorkX, Future Offices, Smart Workspace Design Summit, Future Branches (Sydney), and Self Service and Digital Banking (London).

TECHNICAL SKILLS

Microsoft Office with Copilot, AutoCAD, MS Project, and Google Earth; IWMS platforms Eptura, Robin, and OfficeSpace; working knowledge of Bluebeam, ArcGIS, Tableau, and Smartsheet. Enrolled in Google's AI Professional Certificate.