



**John Donaldson Selby (S)**  
Vice President

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John specializes in the sale of commercial properties in Hawaii. He also focuses on the leasing of commercial space on behalf of clients - both tenants and landlords. He has a broad background in general management and marketing specifically in the commercial real estate and technology sectors. As a founder partner of a property firm in Cape Town, South Africa he was responsible for investment management support for institutional and private clients with commercial and industrial portfolios.

## Professional Experience

### ■ Real Estate

- **Hawaii Commercial Real Estate**, 2003 - Present, Vice President. John received the *Distinguished Sales and Marketing Award for 2009 from The Sales and Marketing Executives International of Honolulu.*
- **Dennis Katz and Partners CC (Commercial and Industrial Property Consultants)**, Cape Town, South Africa, 1992 - 2002, Partner

### ■ General Management

- **HiText Pty, Ltd (Sale of Computer Hardware and Software, Operator Training and Technical Support)**, Cape Town, South Africa, 1984 - 1991, Managing Director
- **Mercedes Information Systems Pty Ltd.**, Johannesburg, South Africa – 3 years, Operations Manager
- **AM International Pty Ltd. Johannesburg**, South Africa – 13 years, Sales and Marketing Manager

## Military Experience

- Over a six year period, John served as an infantry officer in an infantry regiment, a staff officer in military headquarters, and lastly as training officer in a British Special Forces unit. Final rank – Captain.

## Education

- **Graduate School of Business, University of Cape Town**, South Africa, Master of Business Administration
- **Royal Military Academy**, Sandhurst, England, - Military Commission

## John as a real estate professional...

- *It was a truly a pleasure working with YOU on this transaction!!*
- *Thanks for all the hard work.*
- *Good work John! Your plan worked well....*
- *Your diligence is amazing.*
- *It has been my pleasure working with both of you throughout this project. I can state that without hesitation, that I will do all I can to steer future projects to your office.*
- *I know who to call to get results.*
- *I look forward to working with you, as my colleagues had many positive things to say about working with you.*
- *Great info John - Thanks for the fantastic turn-around, as always.*
- *Thanks for all of your work. The matrix you've put together is very helpful.*
- *Congratulations! I noted the close of the sale in Pacific Business News. Well done John.*
- *We really appreciate your company's efforts. John provided great service.*

NB. Personal references available