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## France joins Valencia Realty Capital as director of business development

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Duncan France, Valencia  
Realty Capital

Boston, MA According to Valencia Realty Capital, which arranges flexible, cost-efficient debt capital for commercial real estate borrowers, Duncan France has joined the company as director of business development.

Prior to Valencia, France worked at Senate Construction Corp. as director of business development from 2013 to 2017. During his time there, Senate Construction experienced 2,000% scalable revenue growth over a two-year period between 2015 to 2017 – 95% of this revenue was derived from new clients through the strategic implementation of his team approach to sales processes and marketing expertise.

Prior to Senate Construction, France spent 10 years in hospitality management.

He attended the University of Miami, Ohio where he majored in theoretical physics, concentrating in both astronomy and mathematics.

“As we continue to expand, we needed a business development expert and we found that in Duncan with his superb track record,” said Stephen Smeke, managing director of Valencia. “We look forward to bringing his expertise and experience to our firm.”

“I am excited to partner with Valencia Realty Capital,” said Mr. France. “It’s a great time to be in the commercial real estate industry, especially in New England. Stephen and I have been collaborating for years to get our clients the best terms and rates available in the market. I am looking forward to the opportunity to come work with Stephen, an expert in real estate finance. The future is bright here at Valencia Realty Capital.”

Based in Boston, Valencia Realty Capital is a commercial mortgage advisor. The firm arranges flexible, cost-efficient debt capital for commercial real estate borrowers seeking the best terms available in the market. Loan sizes starting at \$1 million, Valencia provides tailored capital solutions with competitive terms for all asset classes, including acquisition and repositioning, construction and refinance.