OCM INTERNATIONAL
Office and Shopping Centre Management

Company Profile

Office & Shopping Centre Management

About OCM International

The story behind the success.

OCM International is the first company in the Balkans specializing in the research, development, design, leasing, and management of shopping centers, retail parks, outlet villages, themed shopping centers, leisure and entertainment centers, multi-purpose complexes, and office buildings.

OCM International was born from a strategic partnership between international industry experts and **OXA Group**, one of the most powerful holding companies in the Balkans. OXA Group controls eleven companies operating in diverse sectors, including furniture production, custom-designed hospitality and commercial furnishings, wholesale and retail jewelry trade, and the development and construction of residential and commercial properties.

This strong foundation allows OCM International to be a unique, independent, and professional partner in the Balkan market—a region experiencing rapid growth but still requiring structured, professional, and reliable investment and management services. The company specializes in maximizing return on investment through in-depth market research, territorial analysis, and tailored marketing strategies, as well as preserving and enhancing property value through 360-degree professional management services.

With a strong portfolio of landmark developments, OCM International is managing some of the most ambitious commercial and multi-functional projects in the Balkans, including:

The Village – Ferizaj: A modern multi-functional complex covering 82,000 m², with a Gross Leasable Area (GLA) of 40,000 m². The complex features a diverse range of retail stores, a four-star hotel, and integrated leisure and entertainment areas, petrol station, car wash and exchange office.

Gjilan Mall – Gjilan: A premium shopping and entertainment destination that brings a mix of international brands, leisure facilities, and a contemporary architectural style influenced by Italian design. With a carefully curated selection of tenants, Gjilan Mall is designed to provide an exceptional shopping experience while maintaining a connection to local culture and traditions.

Inter City – Prishtina: Located in Arbëria (Dragodan), Prishtina, Inter City is a multi-functional commercial complex that will redefine urban living. It combines business, entertainment, retail, and leisure in a dynamic and modern environment, making it a key player in the transformation of Prishtina's commercial landscape.

Gjakova Park – Gjakova: A contemporary shopping and lifestyle destination designed to become "The Meeting Point of the City." Featuring a carefully selected mix of international and local brands, restaurants, cafés, and entertainment concepts, Gjakova Park offers a modern retail experience while serving as a vibrant social hub for the city and the surrounding region.

Park Plazza – Podujeva: A strategically located commercial development currently undergoing a comprehensive repositioning under OCM International's management. Through a complete redesign of the tenant mix, the introduction of leading international and national brands, and the implementation of innovative leasing and management strategies, Park Plazza is being transformed into the city's premier commercial destination and a new point of reference for Podujeva and its surrounding areas.

La Piazza – Lipjan: A unique urban hub that blends culture and community spaces, creating an inviting destination for dining and social interaction. Designed with a focus on modern aesthetics and functionality, La Piazza aims to serve as a central gathering place for residents and visitors alike.

Our Structure

The team behind the magic.



Mauro Abruzzese
CEO, Managing Director & Partner

- Leasing
- Quality Control
- Market Research & Feasibility Study
- Asset, Capital Market & Brokerage Services
- Management
- Consulting



Gaetano Graziano
Independent Consultant



Fidan Metushi
Marketing Manager



Vesa Kada
Leasing Officer



Majlinda Axhami
Finance & Administration Supervisor



Ardian Dodaj
Head of Technical Department & Pilotage



Dionis Rexhepi
Digital Marketing Specialist



Andelib Fadlalla
Leasing Assistant



Medina Zeqiri
Leasing Assistant

Leasing & Administration



Monika Gjoka
Senior Executive Architect

Marketing

Digital Marketing



Gjyle Frrokaj
Management Assistant, Gjakova Park



Mirjeta Lohaj
Management Assistant, Park Plazza



Edita Sinani
Finance & Administration Assistant



Elvira Nuredini
Finance & Administration Officer



Arbnora Neziri
Technical & Tenant Relationship Officer

Administration

Accountancy & Administration

Technical Services

Pilotage & Building Management

Our Services

What we do.



Consulting



Management



Legal Advice



Accountancy
& Administration



Leasing



Specialty Leasing



Market Research
& Feasibility Study



Technical Services



Asset, Capital Market
& Brokerage Services



Pilotage



Marketing

Consulting

Smart strategies, proven results.



OCM International provides expert consultancy services to agents, investors, and retailers across all phases of project development and management. Our firm assists clients in identifying optimal strategic decisions while also serving as a supervisory entity in the execution phase. With a multidisciplinary approach that combines expertise in asset management, property and shopping center management, leasing strategies, financial structuring, legal advisory, marketing, and market research, OCM delivers tailored solutions that drive long-term success.

Our advisory model is built on two key pillars: a robust analytical framework refined through years of industry experience and a bespoke approach designed to meet the specific needs of each client. By integrating insights from capital markets, feasibility studies, brokerage services, and consumer trend analysis, we provide comprehensive support that enables clients to navigate market complexities with confidence.

For Developers:

- Defining project objectives and optimizing resource allocation
- Navigating regulatory processes and liaising with local authorities
- Conducting market research, feasibility analysis, and merchandising mix evaluations

For Investors:

- Comprehensive risk assessment
- Evaluation of management structures and operational procedures
- Long-term performance analysis
- Due diligence and structural optimization strategies

For Retailers:

- In-depth consumer trend analysis and sector-specific insights
- Sales potential assessment and competitive impact analysis
- Monitoring emerging merchandising trends and retail format evolution

With a commitment to excellence, OCM International delivers strategic insights and hands-on support, ensuring clients achieve sustainable success in a dynamic market landscape.

Management

Expert oversight, optimal performance



Over the years, the partners at **OCM International** have developed deep expertise and a highly refined management model, continuously optimized in response to the ever-expanding market. The company has consistently broadened its range of services, making them increasingly specialized to meet the diverse needs of its clients across the Balkans and internationally. This "tailor-made" approach spans from marketing consultancy to property management, with significant experience gained in managing start-ups and overseeing medium-sized to large retail parks and shopping centers.

Real Estate Management, Shopping Centers, and Retail Parks:

- Efficient management of operational budgets for buildings
- Regular technical maintenance to ensure optimal functionality
- Animation and advertising services to enhance consumer engagement
- Operational and safety management, maintaining secure and efficient environments

Property Management Services:

- Pre-management consultancy to define strategic objectives
- Establishment of management structures to ensure smooth operations
- Preparation of tender bids, ensuring competitive and transparent processes
- Rental management, encompassing lease agreements and tenant relations
- Consortium and condominium management, ensuring compliance and effective governance
- Monitoring investment performance with detailed turnover analysis
- Identifying opportunities for improvement and optimizing investment strategies
- Evaluating existing management teams and implementing necessary restructuring
- Monitoring turnover and visitor flow to assess performance and inform decisions
- Developing corporate image initiatives and conducting brand testing to enhance market positioning

With its comprehensive expertise, OCM is uniquely positioned to deliver tailored solutions that align with clients' objectives, ensuring success in real estate and property management.

Legal Advice

Navigating compliance with confidence.



The internal legal office at **OCM International** plays a crucial role in supporting the company's operations across all departments. It provides essential legal expertise in the day-to-day management of activities, ensuring compliance and mitigating risks in various business areas. The legal team collaborates closely with the leasing office, offering guidance in the negotiation and drafting of contracts with retailers, ensuring that agreements are both legally sound and strategically aligned with the company's objectives.

In addition to its role in leasing, the legal office is responsible for overseeing the management of shopping centers, acting as a mediator between property owners and the management team to facilitate smooth and effective operations. The legal team also provides comprehensive legal advice, ensuring that all aspects of the company's operations adhere to current laws and regulations.

By maintaining strong relationships with administrative authorities, the internal legal office ensures that all dealings are in line with local and national legal frameworks. Furthermore, it provides ongoing, up-to-date legal counsel across the various sectors in which OCM operates, including real estate, retail, and commercial development. This proactive approach allows OCM to navigate the complexities of the market with confidence, ensuring legal compliance and protecting the company's interests at every stage.

Accountancy & Administration

Precision in every detail.



OCM International's highly professional administration department is structured to adapt to evolving market demands, offering versatile and tailored solutions that address the diverse needs of clients and their assets. The department provides a full-spectrum management service, encompassing property management as well as the administration of both commercial and office buildings. Through the seamless integration of advanced management software with its accounting systems, OCM ensures precise handling of all administrative, managerial, accounting, and fiscal matters.

Core Administrative Services: Contract and Overhead Expense Management

OCM's administrative services are designed to ensure efficient contract management and the accurate allocation of financial resources, covering:

- Issuance of legal notices for contract execution, termination, and assignment
- Calculation of installments, rent invoicing, and periodic adjustments
- Interest and penalty calculations for arrears, including invoicing
- Management of registration duties and contractual guarantees
- Notifications of contract breaches and enforcement measures
- Supervision of legal disputes and debt collection processes
- Preparation and analysis of cash flow and cash office reports
- Development of comprehensive management and administrative reports
- Bookkeeping and oversight of civil and tax compliance requirements
- Budget planning and preparation of final overhead cost statements
- Allocation and invoicing of overhead expenses
- Updating and adjusting condominium expense distributions
- Corporate compliance management to ensure regulatory adherence
- Support for landlords and tenants in the establishment of new retail units

With a commitment to accuracy, efficiency, and regulatory compliance, OCM's administration department ensures that all financial and operational aspects of asset management are handled with the highest level of professionalism, enabling clients to focus on their core business objectives.

Leasing

Maximizing value, securing growth.



OCM International has developed extensive expertise in the retail sector, gaining a deep understanding of its evolving dynamics and the diverse needs of both domestic and international stakeholders. With experience spanning shopping centers, mixed-use developments, and high-street retail, OCM provides strategic leasing solutions that align with market trends and the objectives of property owners, developers, and retailers alike.

By leveraging its in-depth market knowledge, OCM plays a pivotal role in optimizing commercial spaces, ensuring the right balance of brands and services to enhance consumer engagement and maximize asset value. The company's leasing strategies are tailored to create sustainable, high-performing retail environments that drive foot traffic, increase occupancy rates, and support long-term growth.

OCM's leasing services cover all aspects of retail space optimization, from strategic planning to tenant acquisition and contract execution, including:

- Merchandising Mix Strategy – Developing a carefully curated selection of tenants to create a balanced and profitable retail environment tailored to market demands and consumer preferences.
- Retailer Selection and Negotiation – Identifying and securing retailers that align with the commercial objectives of property owners, negotiating lease terms on their behalf to ensure mutually beneficial agreements.
- Store and Premises Leasing – Facilitating the rental of commercial units for retail, service, and leisure activities, ensuring optimal occupancy and tenant diversity.
- Legal Support and Contract Management – Providing legal assistance in drafting and structuring lease agreements, ensuring compliance with regulations and alignment with investment strategies.
- Advisory Services for Developers – Offering strategic consultancy throughout all stages of development, from initial project planning to operational execution, ensuring that leasing strategies align with market trends and project goals.
- Retailer Location Sourcing – Assisting retailers in identifying and securing prime locations that align with their brand positioning and expansion strategy, whether in shopping centers, mixed-use developments, or high-street locations.

With a commitment to delivering tailored leasing solutions, OCM International helps clients navigate the complexities of the retail real estate market, ensuring strategic tenant placement, strong lease performance, and the long-term success of commercial assets.

Specialty Leasing

Maximizing value, securing growth.

In today's competitive retail landscape, visibility is key to capturing consumer attention and driving brand recognition. **OCM International** offers specialty leasing solutions designed to provide businesses with high-impact, short-term opportunities in prime locations with strong footfall. Whether you are looking to establish a temporary presence, launch a new product, or execute a national campaign with local market penetration, OCM's specialty leasing options provide the flexibility and strategic positioning needed to achieve your objectives.

Our tailored leasing solutions enable brands to secure premium spaces in high-traffic areas, such as shopping center common areas, parking lots, and key customer touchpoints. This allows businesses to engage directly with their target audience, enhance brand visibility, and generate sales within a controlled, high-exposure environment.

OCM provides a range of specialty leasing options to meet various business needs, including:

- Short-Term Site Occupation – Ideal for businesses seeking temporary placements in high-traffic locations, ensuring maximum visibility and engagement.
- Strategic Brand Exposure – Access premium locations that align with your brand's positioning, whether for promotional events, product launches, or market testing.
- Multi-Channel Advertising Opportunities – Enhance visibility with integrated marketing options, including in-store TV, radio promotions, branded flags, and dedicated boulevard spaces for impactful displays.
- Flexible Leasing Terms – Secure high-potential locations for a predetermined period, aligning with business goals and marketing strategies.

By offering customized leasing solutions in dynamic retail environments, OCM enables businesses to capitalize on high-visibility opportunities, ensuring brand prominence, customer engagement, and sales growth within key commercial spaces.

Market Research & Feasibility Study

Insight-driven decisions.



OCM International is a leading authority in market research across the Balkan region, providing in-depth, data-driven analysis to support business growth and strategic development.

With a commitment to independent, transparent, and impartial research, OCM delivers comprehensive evaluations that serve as a foundation for informed decision-making. Its approach not only assesses the current market landscape but also anticipates future trends and potential challenges, enabling clients to mitigate risks and seize opportunities with confidence.

In addition to conducting market research, OCM works closely with property owners to analyze and optimize the performance of shopping centers. Through continuous monitoring, it identifies opportunities for enhancing the merchandising mix, improving tenant strategies, and refining overall asset management.

By conducting thousands of consumer interviews annually across shopping centers of various sizes and locations, and maintaining an ongoing dialogue with management teams and marketing professionals, OCM possesses a privileged understanding of consumer behavior, market dynamics, and sales trends. This extensive expertise is instrumental in evaluating the viability of new projects, optimizing existing assets, and guiding expansion strategies.

OCM offers a full suite of research services tailored to meet the strategic needs of developers, investors, and retailers, including:

- Feasibility Studies – Detailed analysis of the catchment area, sales potential, and customer demographics to assess project viability.
- Competitive Analysis – Benchmarking against market competitors to identify strengths, weaknesses, and positioning opportunities.
- Customer Surveys & Focus Groups – Gathering qualitative and quantitative insights to understand consumer preferences and purchasing behavior.
- Merchandising & Strategic Positioning – Developing optimal merchandising plans, defining retail concepts, and crafting competitive positioning strategies.
- Traffic Flow & Infrastructure Analysis – Evaluating road networks, accessibility, and customer movement patterns to optimize site planning and location strategy.

With its deep industry knowledge and rigorous analytical approach, OCM provides clients with the insights needed to make strategic, data-backed decisions that drive long-term success and market competitiveness.

Technical Services

Precision, efficiency, excellence.



With extensive experience in the retail sector across the Balkans, **OCM International** has developed a deep understanding of its evolving market dynamics and the diverse needs of both domestic and international stakeholders. The company's strategic focus on market evolution and consumer trends has facilitated the successful introduction of renowned international brands into shopping centers under OCM's management, while also supporting the expansion of international retail chains and the growth of high-performing local businesses.

By leveraging its industry expertise, OCM ensures that retail environments remain competitive, well-optimized, and aligned with global retail standards, enhancing both tenant performance and asset value.

OCM provides a full range of technical services designed to optimize real estate assets and ensure efficient facility management, including:

- Tenant Fit-Out Coordination – Overseeing tenant installations to ensure compliance with property standards and regulations.
- Technical Inspections & Contract Management – Conducting thorough assessments, preparing specifications, and managing contractual agreements.
- Facility Service Assessments – Evaluating existing service offerings to enhance operational efficiency.
- Maintenance Supervision & Optimization – Managing routine, planned, and extraordinary maintenance to ensure asset longevity and functionality.
- Real Estate Optimization Initiatives – Identifying and implementing interventions to maximize property performance.
- Lifecycle Maintenance Management – Streamlining maintenance strategies to enhance operational effectiveness and cost efficiency.
- Budget Control & Value Engineering – Managing accounting, engineering solutions, and project budgets to optimize costs while maintaining quality standards.
- Regulatory & Compliance Coordination – Overseeing land registry processes, local housing rate management, and insurance coordination.
- Energy Optimization & Sustainability Projects – Leading energy efficiency initiatives by bringing together top industry professionals and specialized expertise.

LINEDESK by BPATEC

Innovative Solution for Managing and Maintaining Shopping Centers and Retail Chains

Line Desk is an advanced service management platform designed to streamline the operations and maintenance of shopping centers and retail chains. Tailored to meet the unique needs of property managers and maintenance teams, Line Desk offers a centralized system for efficient ticketing, task management, and real-time communication.

- Centralized Ticketing – Create, assign, and track maintenance and service requests efficiently.
- Mobile Access – Field teams receive updates and manage tasks on the go.
- Advanced Analytics – Gain insights to improve workflows and reduce downtime.
- Customizable Workflows – Adapt processes with billable ticket categorization and multi-level approvals.
- Asset Management – Track assets with pricing, documentation, and maintenance history.
- Real-Time Communication – Built-in chat with file sharing for seamless collaboration.
- Client & Location Management – Organize tenant and store data with custom fields.
- Full Visibility Dashboard – Monitor all tasks in one place for complete oversight.

Asset, Capital Market & Brokerage Services

Maximizing value, optimizing growth.



OCM International provides comprehensive asset, capital market, and brokerage services, supporting investors, property owners, and businesses in maximizing the value of their real estate assets. With a strategic, data-driven approach and extensive market expertise, OCM ensures that clients can make informed decisions that drive long-term growth and profitability.

Asset Services:

- Engineering Management – Ensuring operational efficiency and compliance.
- Sustainability Consulting – Implementing energy-efficient and eco-friendly solutions.
- Facilities Management – Overseeing daily operations and maintenance.
- Facilities Audits & Assessments – Evaluating and optimizing building performance.

Capital Market Services:

- Property & Asset Acquisition – Identifying high-value investment opportunities.
- Disposition Strategies – Optimizing asset sales and maximizing returns.

Retail & Office Brokerage Services:

- Lease Advisory & Negotiation – Structuring and negotiating lease agreements.
- Site Selection – Identifying prime locations for business success.
- Transaction Management – Managing the leasing and sales process efficiently.

With a strategic and results-driven approach, OCM helps clients enhance asset value, secure prime locations, and make informed investment decisions.

Pilotage

Guiding success with expertise.



Pilotage is a critical process that ensures the successful opening of a shopping center by maintaining strict adherence to the project scope, schedule, and budget. It involves the comprehensive management of all technical and logistical activities required for the development of a commercial property—from the initial site setup to the final inauguration. This process demands seamless coordination between multiple stakeholders, including clients, property owners, designers, construction supervisors, marketing agencies, operators, and suppliers, all working towards the shared goal of delivering a project that meets the highest standards of quality, efficiency, and design excellence.

Over the years, **OCM International** has established itself as a market leader in pilotage, collaborating with top-tier industry professionals in the design, construction, renovation, and expansion of commercial properties. Whether overseeing the development of new shopping centers or managing the modernization of existing retail spaces, OCM ensures that every project is executed with precision, cost-effectiveness, and operational excellence.

A key aspect of pilotage is facilitating smooth collaboration between all parties involved in the construction process. OCM acts as a central coordination hub, aligning the efforts of construction companies, project managers, site supervisors, labor teams, and public authorities. By maintaining clear communication, mitigating risks, and ensuring compliance with regulatory requirements, OCM guarantees that projects are delivered on time, within budget, and to the highest industry standards.

With a proven track record in complex retail developments, OCM continues to set industry benchmarks, providing clients with tailored pilotage solutions that drive efficiency, innovation, and long-term value.

Marketing

Strategy that drives success.



With over 20 years of experience in shopping center management, **OCM International** has developed and implemented strategic marketing initiatives that have engaged hundreds of millions of customers, fostering brand loyalty and increasing consumer spending. By enhancing the visibility and performance of retailers, OCM ensures that every shopping center it manages delivers exceptional customer experiences and maximized commercial success.

Having overseen some of Italy's largest shopping centers through various development phases—including start-up, expansion, maintenance, and re-opening—OCM has cultivated specialized expertise in retail marketing. Its approach is tailor-made for each project, leveraging regional market insights, industry best practices, and continuous collaboration with professionals across multiple departments to optimize marketing impact.

OCM applies proven traditional marketing strategies to increase foot traffic and customer loyalty, including:

- Print Advertising – Creating visually impactful print materials such as brochures, posters, and banners to promote the shopping center.
- Telemarketing – Engaging with key customer groups through phone outreach to promote events, offers, and retail activities.
- In-Center Promotions – Organizing live events, seasonal promotions, and special deals to attract customers and boost retail performance.
- Branding & Signage – Designing effective in-mall branding and signage to improve customer experience and guide them through the space.

As the retail landscape evolves, digital marketing plays a pivotal role in driving customer engagement and enhancing shopping center visibility. Unlike traditional marketing, which relies on print, direct mail, and physical promotions, digital marketing leverages electronic channels and online platforms to connect businesses with consumers.

OCM specializes in developing comprehensive digital strategies for shopping centers and retail parks, utilizing:

- Search Engine Optimization (SEO) to improve online discoverability.
- Social Media Marketing to engage with audiences and build brand awareness.
- Website & Mobile Strategy Development to create seamless digital experiences.

With its expertise in both traditional and digital marketing, OCM ensures that shopping centers and retailers remain competitive, innovative, and well-positioned for long-term success in an increasingly digital world.

The Team

Who's behind the magic.



Mauro Abruzzese
CEO, Managing Director & Partner



Majlinda Axhami
Finance & Administration Supervisor



Vesa Kada
Leasing Officer



Elvira Nuredini
Finance & Administration Officer



Edita Sinani
Finance & Administration Assistant



Fidan Metushi
Marketing Manager



Dionis Rexhepi
Digital Marketing Specialist



Ardian Dodaj
Head of Technical Department & Pilotage



Monika Gjoka
Senior Executive Architect



Arbnora Neziri
Technical & Tenant Relationship Officer



Andelib Fadlalla
Leasing Assistant



Medina Zeqiri
Leasing Assistant



Gjyle Frrokaj
Management Assistant, Gjakova Park



Mirjeta Lohaj
Management Assistant, Park Plazza



Gaetano Graziano
Independent Consultant

Mauro Abruzzese

CEO, Managing Director & Partner

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Mauro Abruzzese was born on October 24, 1974, in Pescara, Abruzzo (Italy). He began his professional career in 1995 within the family real estate business, initially focusing on residential properties. In 1997, he took on the responsibility of developing one of the first shopping centers in Abruzzo, which he managed until mid-2006. During this period, he also founded S.I.A. s.r.l., where he served as Sole Administrator and Managing Director, overseeing the development of residential real estate complexes.

In 2006, Mauro joined Klepierre – BNP Paribas, a leading European company in the commercial center sector. As Senior Shopping Center Manager, he successfully managed key shopping centers across Italy. In 2009, he transitioned to Cogest Retail, the first independent company specializing in the management and leasing of shopping centers, assuming the role of Senior Shopping Center Manager.

In 2016, Mauro co-founded the "ADCC" (Association of Shopping Center Managers Italy) with industry colleagues, where he was appointed Deputy Executive Chairman—a position he continues to hold today.

In 2017, he joined Svicom Sviluppo Commerciale as Senior Shopping Center Manager, managing the renowned "Mongolfiera Lecce" shopping center, one of the highest-performing and most sought-after retail destinations in southern Italy.

In April 2018, Mauro co-founded OCM International with Naser Hoxha, CEO of OXA Group. He currently serves as the CEO, Managing Director, and Partner of the company.

Majlinda Axhami

Finance & Administration Supervisor

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Majlinda Axhami was born on May 31, 1994, in Kaçanik (Kosovo). She pursued her academic studies in the field of finance and mathematics, earning a Bachelor's Degree in Financial Mathematics with a specialization in Banks and Insurance in 2017.

Her professional journey began in 2016 when she joined DAAC (Accounting Office) as an Accountant Assistant. During her tenure there until 2017, she gained valuable experience in financial accounting and contributed to various administrative functions.

In 2018, Majlinda transitioned to Oxa Group, where she served as an Accountant, overseeing critical financial processes and ensuring accuracy in financial reporting. Her expertise in financial management was instrumental in supporting the company's operations.

Since 2020, Majlinda has held the position of Finance & Administration Supervisor at OCM International, where she is responsible for supervising and managing the financial and administrative activities of the company. Her role involves overseeing budgeting, financial reporting, and administrative functions, ensuring efficiency and compliance with organizational standards. Through her dedication and expertise, Majlinda continues to contribute significantly to the company's growth and financial stability.

Vesa Kada

Leasing Officer

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Vesa Kada was born and raised in Prishtina, Kosovo. She holds a Bachelor's degree in Business Management from the American University in Kosovo, where she developed a strong foundation in business administration, entrepreneurship, and strategic management.

With over 15 years of professional experience, Vesa has built a successful career in business development, client relationship management, commercial negotiations, and project coordination. Throughout her career, she has successfully developed long-term partnerships, managed stakeholder relationships, and coordinated complex projects across both private and international sectors. Her strong communication skills, strategic mindset, and customer-focused approach enable her to identify business opportunities and deliver tailored solutions that create long-term value.

As a Leasing Officer at OCM International, Vesa is responsible for supporting the company's leasing strategy by identifying prospective tenants, conducting market research, managing client relationships, and facilitating lease negotiations. She is committed to delivering exceptional client service while contributing to occupancy growth and the long-term commercial success of OCM International's real estate portfolio.

Elvira Nuredini

Finance & Administration Officer

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Elvira Nuredini was born on February 2, 1998, in Kaçanik, Kosovo. She earned her Bachelor's Degree in Industrial Management in 2021, equipping her with the skills necessary for a successful career in finance and management.

Elvira began her professional journey in 2019, working at Monego (a microfinance lending institution) as a Customer Loan Sales representative. During her time there, she gained valuable experience in client relations and sales, helping clients navigate loan options.

From 2020 to 2023, Elvira worked at Hit Shoes as a Finance Assistant. In this role, she played an essential part in managing financial records, assisting with budgeting, and supporting the company's financial operations.

In January 2023, Elvira joined Oxa Group as an Accountant, where she contributed to financial reporting and management. By June 2023, she advanced to the position of Finance and Administration Officer, where she now oversees both financial and administrative tasks, ensuring smooth operations and contributing to the organization's continued success.

Edita Sinani

Finance & Administration Assistant

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Edita Sinani was born in 2000 in Ferizaj, Kosovo. She graduated with a Master's Degree in Banking, Finance, and Accounting in University of Prishtina.

Throughout her professional journey, she has gained valuable experience that contributed significantly to her professional growth and development. She previously worked at IPKO Telecommunications as a Sales and Accounting Assistant, where she developed strong skills in sales support.

In October 2025, she joined OCM International as an Administrative Assistant at The Village Shopping Center. Her responsibilities include preparing invoices, managing payments, maintaining financial records, handling administrative documentation, and supporting daily office operation

Fidan Metushi

Marketing Manager

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Fidan Metushi was born on November 11, 1987, in Ferizaj, Kosovo. He pursued his higher education in Computer Science & Engineering at UBT University from 2005 to 2008, developing a strong foundation in technology, design, and digital media.

His professional career began in 2013 when he joined GAMA Electronics as a Marketing Manager & Designer. Over the course of three years, he played a key role in shaping the company's marketing strategies and visual identity.

In 2016, Fidan transitioned to Viva Fresh Store as a Graphic Designer, where he was responsible for designing promotional materials, including leaflets and online media content, enhancing the company's brand presence.

In 2018, he joined OCM International as part of a dynamic team, taking on the role of Marketing Manager. In this position, he oversees the company's marketing initiatives, brand development, and digital strategy, ensuring impactful communication and engagement with clients and stakeholders. His expertise in marketing and design continues to contribute to the company's growth and success.

Dionis Rexhepi

Digital Marketing Specialist

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Dionis Rexhepi was born on September 4, 1997, in Prishtina, Kosovo. From an early age, he developed a passion for graphic design and advertising, gaining hands-on experience in the field and working with various businesses to enhance their visual and marketing presence.

He pursued higher education at the University of Prishtina, Faculty of Economics, where he earned his Bachelor's Degree in Management and Informatics in December 2019. His studies provided him with a strong foundation in business strategy, marketing, and organizational leadership.

In December 2018, Dionis joined OCM International as part of the Marketing Department, assuming the role of Digital Marketing Specialist. In this position, he has been instrumental in developing and executing digital marketing strategies, optimizing online brand visibility, and driving engagement through innovative digital campaigns.

While working at OCM, he continued his academic journey, earning a Master's Degree in Management & Marketing from Riinvest College in Prishtina in September 2024. Further expanding his expertise, he achieves his second Master's Degree in International Economics and Commerce from Università Politecnica delle Marche in Italy in February 2025.

With a strong background in digital marketing, business management, and international commerce, Dionis continues to contribute to OCM International's growth, bringing creativity and strategic insight to the company's marketing initiatives.

Ardian Dodaj

Head of Technical Department & Pilotage

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Ardian Dodaj was born on 06.05.1986 in Klina - Kosovo. He completed his studies at the Faculty of Architecture at the University of Prishtina, as well as his postgraduate studies (Master of Science) in Architecture and Urban Planning at the University of Belgrade. He is licensed as an Architect by the Ministry of Environment, Spatial Planning and Infrastructure with category A.

With over 19 years of professional experience, he has made significant contributions to a large number of projects in the fields of Architecture and Urban Planning, including Design, supervision, and leadership of design and construction teams. His experience includes all categories of projects — from low-rise to multi-storey buildings, with a wide range of typologies such as: residential, cultural, administrative, social, economic, industrial, as well as restoration and rehabilitation projects.

He has also contributed to the drafting of urban regulatory plans and detailed plans of urban blocks. Since 2025 he has joined OCM International, where he holds the position of Head of the Technical and Piloting Department, bringing with him deep experience and a professional structured approach to project management.

With a strong academic background, international exposure, and hands-on experience in architecture and interior design, Shkurte continues to develop innovative and thoughtful design solutions that enhance both form and function.

Monika Gjoka

Senior Executive Architect

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Monika Gjoka was born on January 25 in Gjakova. She completed her Bachelor's studies in Architecture and is currently finalizing her Master's degree in Architecture and Spatial Planning. Throughout her academic and professional journey, she has demonstrated a strong passion for architectural design, spatial organization, and creative problem-solving.

Her professional career began in 2018 as part of Le Arch 3D, where she worked in the field of 3D modeling and 3D production. During this period, she developed strong technical and visual representation skills, gaining valuable experience in transforming architectural concepts into detailed and realistic visualizations.

Later, Monika expanded her experience by working as a freelancer on various construction-related projects as well as numerous interior design projects. Through these collaborations, she strengthened her expertise in project development, design execution, and interior spatial solutions, while working closely with clients and multidisciplinary teams.

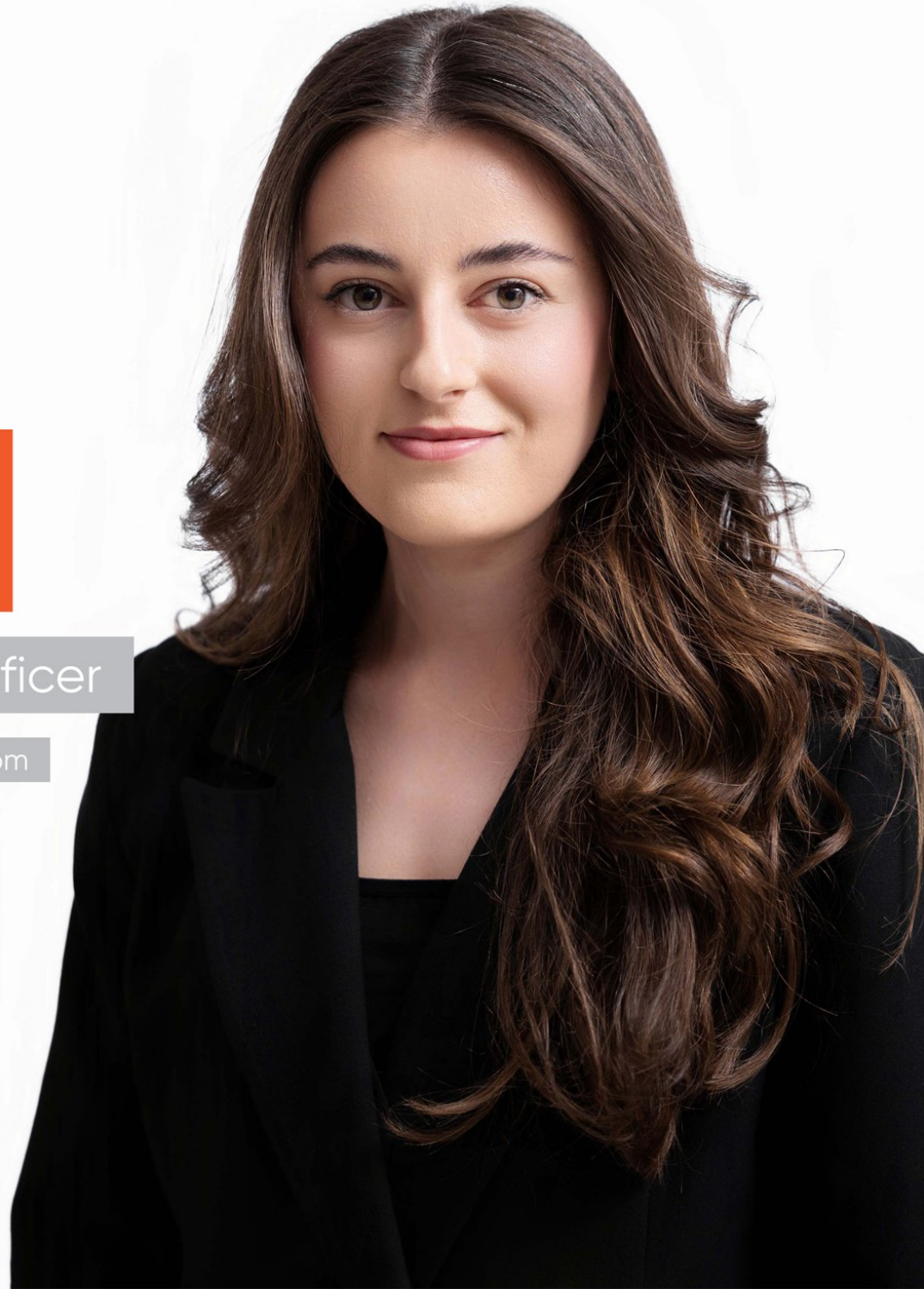
Since 2025, Monika Gjoka has been part of OCM as a Senior Executive Architect, contributing to both the leasing and technical departments. In this role, she has been involved in architectural coordination, technical management, and project planning, continuing to build a career defined by professionalism, creativity, and dedication to innovative architectural solutions.

Arbnora Neziri

Technical & Tenant Relationship Officer

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Arbnora Neziri was born on June 13, 2001, in Ferizaj, Kosovo. She graduated with a Bachelor's degree in Interior Architecture and Furniture Design.

Throughout her journey, she has gained valuable experiences that have shaped her both personally and professionally.
She joined OCM International in June 2023 as Technical Operations Officer. Since then, she has been involved in technical operations, tenant coordination and the management of day to day operational matters within the company.

Her work includes communication with tenants, coordination with service providers and internal teams and support in maintaining operational and technical standards within company standards

She currently serves as Technical & Tenants Relationships Officer, focusing on technical coordination and tenant relations as part of the company's operational activities.

Andelib Fadlalla

Leasing Assistant

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Andelib Fadlalla was born on September 18, 2002, in Pristina. She completed her high school education at Xhevdet Doda with outstanding academic results, earning a scholarship opportunity in the United Arab Emirates. There, she pursued her higher education and graduated with a Bachelor's degree in Economics and Management, building a strong foundation in business, communication, and strategic thinking.

Prior to joining OCM International, Andelib dedicated herself to academic and professional development. During her studies, she completed an internship at the Sharjah Chamber of Commerce and Industry in the office leasing department, serving as a Leasing Assistant. This experience provided her with valuable first-hand exposure to the leasing industry and strengthened her understanding of client relations, property management, and commercial leasing operations.

In September 2025, Andelib joined OCM International as a Leasing Assistant. Her role includes identifying clients' needs, maintaining communication with prospective and existing clients, and assisting in finding the ideal commercial location tailored to each client's business objectives. Driven, detail-oriented, and committed to continuous growth, Andelib approaches every opportunity with professionalism and the ambition to create long-term value and meaningful partnerships.

Medina Zeqiri

Leasing Assistant

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Medina Zeqiri was born on 24 June 2002 in Prishtina, Kosovo. She holds a Bachelor's Degree in Law and a Master's Degree in International Criminal Law, providing her with a strong academic foundation in both national and international legal frameworks.

Her professional experience includes working in a Notary Office, where she gained practical knowledge in legal documentation and administrative procedures, as well as completing a professional internship at the Court, further strengthening her understanding of judicial processes and legal practice.

Through her academic achievements and early professional experience, Medina brings a detail-oriented, analytical, and professional approach to her work.

Gjyle Frrokaj

Management Assistant, Gjakova Park

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Gjyle Frrokaj was born orn on October 13, 2001, in Gjakova, Kosovo, she is currently in the final stage of her studies at University of Prishtina, Faculty of Economics, majoring in Management. Throughout her academic journey, she has demonstrated dedication, responsibility, and a strong commitment to personal and professional development.

She began her professional career at KAIL, where she worked as an Administrative Assistant, gaining valuable experience in organizational management, professional communication, teamwork, and the coordination of administrative processes.

Since January 2026, she has been part of OCM International, serving as a Management Assistant at Gjakova Park. In this position, she contributes to the coordination of daily operations, administrative support, and the effective organization of workplace activities.

She is committed to personal and professional growth, always aiming to improve her skills and gain new knowledge through experience, teamwork, and continuous learning in the field of management and administration.

Mirjeta Lohaj

Management Assistant, Park Plazza

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Mirjeta Lohaj was born on 27/04/1996 in Ferizaj, Kosovo. Mirjeta is an economist graduated from the University of Prishtina "Hasan Prishtina", with professional experience in the field of sales, administration and data analysis, built through engagements in companies such as Berisha Group, Veda Petrol, Snep Spa, Flo Shoes and Next Sales LLC.

She has experience in managing customer relationships, preparing reports, processing data and coordinating operational processes. She is characterized by strong analytical, organizational and communication skills, with a focus on accuracy, efficiency and achieving professional objectives. Position Management Assistant at Park Plazza

Gaetano Graziano

Independent Consultant

Retail, Real Estate, Leasing & Development



Gaetano Graziano with over 25 years of experience in the development, leasing, and management of shopping centers, retail parks, outlets, multipurpose complexes, and offices, Gaetano has established himself as an expert in the retail real estate market. His deep understanding of the Balkan region's market dynamics has been instrumental in various successful projects.

Throughout his career, Gaetano has held key positions in prominent companies, contributing to significant developments in the retail sector. His roles have encompassed strategic planning, project development, and tenant relations, leading to the successful execution of numerous large-scale projects.

Currently, Gaetano collaborates exclusively with OCM International, the first consultancy company in the Balkans specializing in the development, leasing, and management of shopping centers, shopping parks, outlets, and multipurpose complexes. In this capacity, he focuses on facilitating the entry and presence of Italian brands into the Balkan market, leveraging his extensive network and market knowledge to create mutually beneficial partnerships.

Project Portfolio

Landmark developments, lasting impact.



The Village - Shopping & Fun Ferizaj, Kosova



Gjilan Mall - Part of Family Gjilan, Kosova



Inter City - Everything, Everyday Prishtina, Kosovo



Gjakova Park - City's Meeting Place Gjakova, Kosova



Park Plazza - Shop. Meet. Enjoy. Podujeva, Kosova



La Piazza - Eat & Meet Lipjan, Kosova



The Village

Shopping & Fun

Ferizaj, Kosova

The Village
Shopping & Fun

Located in the heart of Ferizaj, Kosovo, The Village – Shopping & Fun is the country's first open-air, multi-functional shopping and lifestyle destination. Covering more than 40,000 m^2 of Gross Leasable Area (GLA), the complex is home to over 100 stores representing more than 150 national and international brands, complemented by a diverse selection of restaurants and cafés, a four-star hotel, leisure and entertainment facilities, a petrol station, car wash, exchange office, and a wide range of services that create a complete destination for shopping, business, and everyday living.

Strategically positioned approximately 40 km from Prishtina, 50 km from Skopje, and 60 km from Prizren, The Village benefits from exceptional regional connectivity. Its location enables it to serve an extensive catchment area covering the metropolitan regions of Ferizaj, Prishtina, Gjilan, and neighboring municipalities, while also attracting visitors from North Macedonia, particularly the Skopje region. This provides access to a market of approximately 2.5 million consumers, making The Village one of the most strategically positioned retail destinations in the Balkans.

Beyond its commercial offer, The Village has established itself as a vibrant social and entertainment hub, hosting concerts, seasonal festivals, family activities, promotional events, and community gatherings throughout the year. This combination of retail, hospitality, leisure, and entertainment has transformed the complex into much more than a shopping center—it has become a destination where people meet, spend time, and create experiences.

As the exclusive management and leasing company, OCM International has played a fundamental role in the research, concept development, leasing strategy, tenant mix optimization, marketing, asset enhancement, and day-to-day management of The Village. Through its international know-how and 360-degree management approach, OCM has successfully positioned The Village as one of Kosovo's leading commercial destinations, continuously maximizing asset value, attracting prestigious international brands, and delivering sustainable growth for investors, tenants, and visitors alike.



Gjilan Mall

Part of Family

Gjilan, Kosova

Gjilan Mall
Part of Family

Gjilan Mall is poised to become Kosovo's largest and most vibrant outdoor shopping center, strategically located in the heart of Gjilan city. This expansive retail complex is set to offer a diverse array of shopping, dining, and entertainment options, catering to the varied preferences of both local residents and visitors.

Situated in Gjilan, the mall benefits from excellent connectivity, ensuring easy access for shoppers. Its central location positions it as a convenient destination for those seeking a comprehensive retail experience.

Key Features of Gjilan Mall:

- Retail Offerings: The mall will feature a wide range of local and international brands, providing shoppers with diverse choices across various product categories.
- Dining Options: A variety of food and beverage outlets, including restaurants, cafes, and fast-food chains, will be available to satisfy different culinary tastes.
- Entertainment Facilities: Entertainment options such as a multiplex cinema, children's play areas, and event spaces will ensure a family-friendly environment.
- Services: Amenities including ample parking, free Wi-Fi, and customer service centers will enhance the overall shopping experience.

Gjilan Mall plans to host a variety of events and promotions, such as seasonal sales, cultural festivals, and community gatherings, fostering a vibrant community atmosphere.

Gjilan Mall is set to redefine the retail landscape in Kosovo, offering a dynamic and comprehensive shopping experience. With its strategic location, diverse offerings, and commitment to community engagement, it is poised to become a premier destination for shoppers seeking quality and variety.


Inter City
Everything, Everyday
Prishtina, Kosova

Inter City
Everything, Everyday

Inter City Prishtina is an innovative development set to transform the urban landscape of Prishtina, Kosovo. This multifunctional complex aims to seamlessly integrate living, working, and recreational spaces, offering a modern lifestyle experience in the heart of the city.

Located in the vibrant Dragodan neighborhood, Inter City Prishtina benefits from its central position, providing easy access to key city areas. Its prime location ensures that residents and visitors can enjoy a harmonious blend of urban living and connectivity.

Key Features of Inter City Prishtina

- Residential and Commercial Spaces: The complex will feature modern residential units alongside commercial areas, fostering a dynamic community where living and working coexist.
- Green Areas: Designed with sustainability in mind, Inter City Prishtina will include green spaces, enhancing the quality of life for its inhabitants.
- Parking Facilities: A two-story underground parking lot with over 2,000 parking spaces will be available, addressing the city's parking needs.
- Shopping Center: The development will house a two-story shopping center with a Gross Leasable Area (GLA) of approximately 15,000 m^2, featuring a mix of specialty and non-specialty retailers, as well as popular food brands.

Inter City Prishtina is committed to fostering a vibrant community atmosphere. The complex plans to host various events and activities, promoting social interaction and cultural exchange among residents and visitors.

Inter City Prishtina represents a forward-thinking approach to urban development, offering a comprehensive living, working, and recreational environment. With its strategic location, modern amenities, and commitment to sustainability, it is set to become a landmark in Prishtina's urban landscape.



Gjakova Park

City's Meeting Place

Gjakova, Kosova

Gjakova Park

Vendtakimi i qytetit!

Gjakova Park is a modern shopping and lifestyle destination developed to become "The Meeting Point of the City." Designed as more than just a shopping center, it combines retail, dining, entertainment, and social experiences, creating a vibrant destination for the residents of Gjakova and the surrounding region.

Strategically located at one of the city's most accessible locations, Gjakova Park benefits from excellent connectivity and serves a wide catchment area across western Kosovo. Its contemporary design, carefully curated tenant mix, and welcoming public spaces make it a destination that brings together shopping, leisure, and community life under one roof.

Key Features of Gjakova Park

- Modern Retail Experience: A carefully selected mix of international and local brands offering fashion, footwear, beauty, electronics, home accessories, and everyday essentials.
- The Square Food Court: A dedicated dining destination featuring a variety of restaurants, cafés, and fast-casual concepts, creating a lively environment for visitors throughout the day.
- Leisure & Entertainment: Designed to provide more than shopping, Gjakova Park offers spaces that encourage social interaction, family activities, and community events.
- Convenient Accessibility: Spacious parking facilities and excellent road connections ensure a comfortable and accessible visitor experience.

Gjakova Park has quickly established itself as one of the city's leading commercial destinations, bringing together shopping, gastronomy, and entertainment in a modern environment. Through a carefully planned leasing strategy and a balanced tenant mix, the center continues to strengthen its position as a reference point for retail in western Kosovo.

Managed and leased by OCM International, Gjakova Park reflects the company's expertise in transforming commercial assets into successful retail destinations. Through professional management, strategic leasing, marketing, and asset optimization, OCM continues to maximize the center's long-term value while creating an exceptional experience for visitors, tenants, and investors.


Park Plazza
Shop. Meet. Enjoy.
Podujeva, Kosova

Park Plazza is a strategically positioned commercial development in Podujeva, currently undergoing a comprehensive transformation under the management and leasing of OCM International. The project represents a new generation of retail destinations designed to become the city's primary commercial and social hub.

Located at one of Podujeva's most prominent commercial locations, Park Plazza serves not only the city itself but also the surrounding municipalities and the large number of daily commuters travelling between Kosovo and neighboring countries. This strategic position provides excellent visibility, accessibility, and long-term commercial potential.

Key Features of Park Plazza

- Complete Repositioning Strategy: OCM International is implementing a comprehensive redevelopment plan focused on redefining the center's identity and strengthening its market positioning.
- New Tenant Mix: The project introduces a carefully selected combination of international and national brands, creating a stronger and more diversified commercial offer.
- Food & Services: Restaurants, cafés, convenience services, and lifestyle concepts will complement the retail offer, creating a complete visitor experience.
- Future Growth: Park Plazza is designed to continuously evolve, with additional retail concepts and services planned to meet the changing needs of the local market.

A major milestone in the transformation of Park Plazza is the introduction of internationally recognized brands, including the signing of KFC Drive Thru, further reinforcing the project's ambition to become the leading commercial destination in Podujeva.

Through its international know-how in research, leasing, marketing, and professional asset management, OCM International is repositioning Park Plazza into a dynamic retail destination that maximizes asset value, attracts leading brands, and delivers sustainable growth for investors, tenants, and the local community. The project reflects OCM's commitment to creating modern commercial environments that contribute to the economic development of the cities in which it operates.


La Piazza
Eat & Meet
Lipjan, Kosova
Sushi CO
STARBUC

La Piazza

Eat & Meet

La Piazza is a vibrant and intimate meeting hub designed for people to gather, socialize, and unwind. With its carefully curated selection of cafes and dining options, La Piazza offers a unique space for both relaxation and connection.

Located in a central and easily accessible area, La Piazza is the perfect place to grab a coffee or enjoy a delicious meal. The cozy yet modern environment creates an inviting atmosphere for individuals, families, and friends to come together and share memorable moments.

The heart of La Piazza features a beautiful open-air terrace, where guests can enjoy fresh air while indulging in a meal or a cup of coffee, surrounded by charming greenery and a peaceful ambiance. Whether you're meeting friends, enjoying a casual business lunch, or simply seeking a peaceful spot to relax, La Piazza provides an exceptional setting for all occasions.

Key Features of La Piazza:

- Diverse Dining: A selection of cafes and eateries offering everything from quick snacks to full meals, catering to a wide range of tastes.
- Inviting Terrace: A beautiful outdoor space designed for relaxation, conversation, and enjoying the ambiance of the surroundings.
- Social Atmosphere: A welcoming environment for both locals and visitors, creating a perfect spot to meet new people, catch up with friends, or host informal business meetings.

Eat & Meet at La Piazza – where connections are made, and every moment is worth sharing.



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