



Edward L. Garcia

Associate
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Career Summary

Edward has been responsible for all aspects of commercial sales including identifying market opportunities, developing client relationships, negotiating terms, and executing contracts with commercial clients ranging from small business owners to multi-national corporations. He has broad experience with industrial facilities and commercial opportunities.

Education

University of Virginia, Darden School of Business, MBA
Rutgers University, BA in Economics

Background & Experience

Edward's past work experience includes senior leadership roles in Finance, Business Development and M&A. He is skilled in leading projects and opportunities, and structuring complex transactions and agreements. His background includes extensive international business experience and he has lived and worked outside of the United States.

Professional Affiliations

New Jersey Realtors®
NCJAR – North Central Jersey Association of Realtors
IOREBA - Industrial Office Real Estate Brokers Association
MCCC - Morris County Chamber of Commerce
MCEDC - Morris County Economic Development Corporation