



Kimberly A. Kocur

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Corporate Services Client: International Paper **Case Study**

Requirement

NAI Global / Kimberly Kocur exclusively represented International Paper for approximately 13 years. She was responsible for working with the real estate and legal department to manage the disposition of surplus properties, provide strategic information to assist with lease renewals and manage the tenant representation process for all site searches throughout the United States.

Other responsibilities and requirements included the following: manage the disposition and tenant representation process and ensure all contractual obligations were fulfilled. Provide consistent transaction reporting that was timely, accurate and prompted action. Develop a results-driven marketing process that would be consistently utilized on any project throughout the United States. Manage the pre-marketing, marketing, negotiation, due diligence and closing of all dispositions. Monitor, analyze and report on market trends to identify and capitalize on business opportunities. Act as a liaison/single-point-of-contact between the corporate clients and the local brokers. Develop and implement strategies for successful business growth.

Results/Client Testimonial

“Kim was the NAI single-point-of-contact and account representative supporting my responsibilities as Manager of Corporate Real Estate at International Paper Company. Kim and I worked as a team to manage a portfolio of more than 350 corporate locations totaling some 11 million square feet including warehouse, office and retail facilities throughout the United States. Kim’s deep roots and experience with the NAI family of brokers proved to be a huge benefit in matching the most appropriate local broker to the unique specifics of each requirement. Every transaction, large or small, invariably received her total focus and attention. She was consistently a problem solver and a team player who cared deeply about providing first class service to her client. Kim possesses a unique ability to keep her brokers motivated and focused. But above all, Kim was an absolute pleasure to work with. A partnership with NAI would surely be a valuable asset to any real estate function requiring broad access to brokerage services throughout the US and around the world. And I recommend Kim Kocur without reservation to manage that access.”

- Robert A. Lordi, Manager Corporate Real Estate.