



Kimberly A. Kocur

Senior Vice President
Corporate Services
NAI James E. Hanson
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Career Summary

Kim is a seasoned corporate real estate services executive with over 30+ years of experience. She is responsible for broker transaction management, dispositions, acquisitions, asset management and property evaluations for the real estate departments of major corporations. Her expertise is building and managing corporate accounts in the New York Metropolitan Area by providing single-source access to a host of corporate services worldwide.

Kim is a former Senior Vice President, Corporate Services at NAI Global and was one of the company's consistent top producers over the years with a client base that has included financial institutions, consumer-goods companies, food and beverage companies and car rental companies among others. She was responsible for managing real estate projects all over the U.S., collaborating with local brokers to buy, sell and lease warehouse distribution facilities, office assets and retail properties. She has successfully completed approximately 1,500 real estate transactions in over 300 markets valued at over \$1 Billion in gross value during her career at NAI Global. She has had the prestigious honor of servicing several major corporations for over 30+ years consistently providing first class corporate and brokerage services on a global basis.

Responsibilities

- Develop and maintain strong customer relationships with corporate clients and real estate professionals.
- Manage client accounts and ensure all contractual obligations are fulfilled.
- Develop and implement strategies for successful business growth.
- Negotiate and close contracts and transactions for clients.
- Monitor, analyze and report on market trends to identify and capitalize on business opportunities.
- Foster and maintain relationships with brokers and other real estate professionals.
- Develop and implement strategies to increase sales, revenue and profits.
- Act as a liaison between clients and the internal departments.

Key Clients

Airgas • Citibank • Colgate Palmolive • Flex Logistics • Hertz Corporation • International Paper/XPEDX • Norfolk Southern • PepsiCo • Union Pacific • United Healthgroup

Other clients that Kim has successfully done business with include:

Brady Corporation • CVS • D.S. Waters, Securitas • ICON International • Kraft General Foods
Loews, Venator (Woolworth/Footlocker) • Marine Midland Bank • McGraw Hill • Morgan Stanley/
Dean Witter • Philip Morris • Random House • Rite Aid • TBC • Unilever/Best Foods (CPC
International) • Yusen Air & Sea

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Education

- Bachelor of Business Administration-BBA, Marketing from the University of Missouri. Graduate Studies, Assistant Professor of Marketing, University of Missouri.
- NJ Real Estate License

Professional Affiliations

- CREW (Commercial Real Estate Women)
- CoreNet
- AREW (Association of Real Estate Women)
- ICSC (International Council of Shopping Centers)

Significant Transactions with NAI Hanson

- 414,543 SF industrial lease renewal, Ontario, CA
- 220,707 SF industrial lease renewal, Eastvale, CA
- 293,350 SF industrial lease, Hutchins, TX