ARMAND P. **RICCIARDELLI**



Armand P.
Ricciardelli
Associate
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Professional Summary

Armand is a results-driven sales and business development professional with direct industrial and commercial real estate transaction experience, including the purchase of a 20,000 square foot industrial warehouse and participation in multiple lease transactions totaling more than 150,000 square feet. He has extensive experience in prospecting, negotiation, client acquisition, contract development, marketing, and relationship management. He has the ability to work with business owners, property owners, tenants, investors, and high-value clients throughout New Jersey and the New York metropolitan market.

Experience

COMMERCIAL REALTY PARTNERS, LLC

- Worked on the sale and purchase of 4 Emery Road, Randolph, New Jersey, a 20,000 SF industrial warehouse property.
- Worked on multiple commercial and industrial lease transactions totaling more than 150,000 SF.
- Assisted clients throughout the transaction process, including identifying opportunities, evaluating property requirements, negotiating business terms, and moving transactions toward execution.
- Experience working with property owners, prospective tenants, buyers, sellers, and other real estate professionals.
- Participated in business development and prospecting efforts to identify industrial property and leasing opportunities.
- Assisted with the marketing of industrial properties and available warehouse space.
- Developed and maintained relationships with business owners and decision-makers to generate new opportunities and repeat business.

Education

Licensed Salesperson in New Jersey

Diamond graduate of the Gemological Institute of America (GIA)