



Russell “Pepe” Smith

Associate

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Scope of Responsibilities

Russell “Pepe” Smith joined NAI James E. Hanson in November 2025 as an Associate specializing in the leasing and sales of office and industrial properties across Northern New Jersey. Working closely under the mentorship of veteran industry professionals Jeff Garibaldi, Sr., CCIM, and W. Joshua Levering, SIOR, Pepe is developing a strong foundation in strategic advisory, market positioning, and transaction execution.

Pepe is responsible for sourcing new business opportunities, conducting detailed market research, preparing marketing materials, and supporting clients through every stage of the transaction process. His background in finance, business leadership, and communications gives him a unique ability to translate complex data into practical, actionable real estate strategies. Known for his initiative, reliability, and collaborative mindset, Pepe is committed to upholding NAI Hanson’s reputation for service excellence.

Education

High Point University — M.A., Communication & Business Leadership

- Dean’s List, (three time honoree)
- Recipient, Agility & Resilience Award

High Point University — B.S.B.A., Finance (Minor: Accounting)

- Treasurer, Sigma Nu Fraternity
- Business Fellow
- Presidential Scholar

Background & Experience

Before joining NAI James E. Hanson, Pepe built a diverse foundation through internships in financial planning and analysis with E&S Food, Inc., a family-owned Italian food distributor in New Jersey, and Delavan Ag Pumps in Minneapolis, as well as a volunteer role as a Communications Consultant for Joyce Uptown Foodshelf, a Minneapolis-based nonprofit. These experiences strengthened his financial acumen, problem-solving abilities, and communication skills, all of which support his work in commercial real estate today.

Outside of his professional pursuits, Pepe is an avid outdoorsman who enjoys hunting, fishing, golfing, snowboarding, and spending time with family, friends, and his husky. His combination of analytical expertise, leadership experience, and well-rounded personal interests contributes to the disciplined, client-focused approach he brings to every assignment.

Professional Affiliations

- NJ Licensed Salesperson