

MICHAEL ANDERSON

Leasing Director

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Resilient real estate leader with a focus on commercial leasing and tenant relations, offering over 15 years of experience in driving revenue growth and enhancing tenant satisfaction. Expertise in negotiating complex lease agreements and optimizing property performance through strategic marketing initiatives. Proven ability to build and maintain strong relationships with tenants, landlords, and brokers, ensuring a collaborative approach to property management.

WORK EXPERIENCE

Leasing Director | Commercial Real Estate Solutions

Jan 2022 – Present

- Directed leasing strategies for a portfolio of over 1 million square feet of commercial space.
- Negotiated lease agreements, achieving an average rental increase of 10%.
- Developed marketing campaigns that improved property visibility and tenant engagement.
- Analyzed market trends to inform leasing strategies and optimize occupancy rates.
- Managed relationships with brokers and landlords to facilitate seamless transactions.
- Utilized CRM software to track leasing activities and tenant communications.

Senior Leasing Associate | Metro Realty Group

Jul 2019 – Dec 2021

- Assisted in leasing negotiations for commercial properties, focusing on tenant retention.
- Conducted market research to identify competitive leasing rates and strategies.
- Developed strong relationships with tenants to address their needs and concerns.
- Prepared leasing documents and ensured compliance with legal standards.
- Collaborated with property management teams to enhance tenant satisfaction.
- Maintained accurate records of leasing activities and performance metrics.

SKILLS

Leasing Strategies

Tenant Relations

Market Analysis

Negotiation

CRM Systems

Marketing

EDUCATION

Bachelor of Business Administration

New York University

Real Estate Management

ACHIEVEMENTS

- Achieved a 20% increase in occupancy rates across managed properties.
- Recognized as 'Leasing Agent of the Year' for outstanding performance.
- Developed a tenant engagement program that increased satisfaction scores by 25%.

LANGUAGES

English

Spanish

French