



# MICHAEL ANDERSON

Leasing Director

Proactive Real Estate Executive with extensive experience in the retail property sector, focusing on leasing and tenant relations. Over 9 years of successful engagement in driving occupancy and enhancing tenant satisfaction across various retail properties. Renowned for establishing strong relationships with tenants and stakeholders, ensuring alignment with business objectives. Expertise in market analysis and lease negotiation, with a proven ability to maximize revenue through strategic leasing initiatives.

## CONTACT

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- San Francisco, CA

## EDUCATION

**Bachelor of Arts in Business Management - University of Texas**

University  
2016-2020

## SKILLS

- Leasing Strategy
- Tenant Relations
- Market Analysis
- Negotiation
- Customer Service
- Revenue Management

## LANGUAGES

- English
- Spanish
- French

## WORK EXPERIENCE

### Leasing Director

2020-2023

Retail Realty Solutions

- Managed leasing operations for a portfolio of 50+ retail properties.
- Developed and executed strategic leasing plans that increased occupancy by 20%.
- Negotiated lease agreements to maximize revenue and minimize vacancies.
- Conducted market research to identify trends and inform leasing strategies.
- Maintained strong relationships with tenants to enhance satisfaction and retention.
- Coordinated promotional events to drive foot traffic to properties.

### Assistant Leasing Manager

2019-2020

Urban Retail Group

- Supported leasing efforts for a portfolio of retail spaces, achieving a 95% occupancy rate.
- Assisted in negotiating lease terms and conditions with prospective tenants.
- Conducted property showings and tours for potential tenants.
- Analyzed market data to provide insights for leasing strategies.
- Facilitated communication between tenants and property management.
- Monitored lease renewals and tenant compliance with lease agreements.

## ACHIEVEMENTS

- Increased overall portfolio occupancy rates by 30% within two years.
- Recognized for outstanding tenant satisfaction scores across multiple properties.
- Successfully negotiated lease agreements that resulted in a 15% increase in revenue.