

Brian D. Fitzsimons

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Professional Experience

11/03 – 1/09 **RexCorp Realty LLC** (f/k/a Reckson Associates Realty Corp)
Short Hills, NJ – Vice President

- Led the deployment and execution of leasing directives covering a 3.1 million square foot Class-A New Jersey office & flex portfolio, including re-development and new development projects for a \$3 billion REIT and subsequent private real estate operating company, as head of Divisional Leasing Department, reporting directly to President and investment fund management
- Duties/Responsibilities:
 - Business-plan formulation and execution
 - Implemented focused market strategic initiatives and positioning campaigns
 - Effectively articulated property features and benefits to potential tenants, brokerage firms and financial partners through presentations, meetings and space tours
 - Strong negotiating and transaction facilitation skills
 - Fostered integral tenant and broker relationships
- Achievements:
 - Negotiated significantly beneficial business terms and conditions in lease and other legal agreements, maximizing income, control and leverage, as well as eliminating or substantially reducing potential future payables
 - Closed over 2.25 million square feet of lease transactions, securing numerous Fortune 500 corporations
 - Established analytical DCF spreadsheet models and fund reporting instruments
 - Increased base rental rates 30% over 5-year period for trophy asset located within Class-A New Jersey submarket
 - Proven ability to deliver under adverse market conditions
- Operating Committee Member:
 - Efficiently worked within a team environment, collaborated with executive management on developing, enhancing and executing corporate strategies
 - Effectively employed inter-organizational disciplines including legal, finance, property management, asset management, marketing, construction, architecture and development, to deliver innovative solutions and optimal results

5/03 – 11/03 **Grubb & Ellis Company**
Fairfield, NJ – Vice President

- Fostered business development focusing on tenant and landlord representation via market research, prospecting, transaction management and negotiations

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5/97 – 5/03

Sutton & Edwards Incorporated

Lake Success, NY – Director of Commercial Real Estate Brokerage Services

- Represented institutional and private investors in the disposition and acquisition of commercial investment real estate
- Advised tenants and owners utilizing market knowledge, effective marketing plans, technical analysis and negotiating skills to facilitate real estate strategies and maximize value in sale and lease transactions
- Created value for owners/landlords through marketing and repositioning for lease and for sale over 2.5 million square feet in suburban and CBD multi-tenant office and industrial properties throughout the Northeast
- Advised Regional Bank on distressed assets, non-performing loans, note sales and foreclosures. Successfully repositioned and sold over 30 distressed properties with a value in excess of \$60,000,000
- Managed corporate portfolio management/lease administration group. Identified and evaluated market conditions to successfully negotiate real estate transactions within nationwide portfolio of over 90 leased and owned properties
- Performed site selection analysis and supervised outside brokers
- Sourced new business and cultivated existing relationships, worked within team framework implementing service-oriented initiatives

8/91 – 5/97

Exco-RMJ Securities Corporation

New York, NY – Inter-Dealer Broker of US Treasury Securities

- Provided third-party execution of high-volume trading of US Treasury Bond issues initiated by primary dealers; managed high-profile institutional client base, supervised brokerage operations for new products/emerging markets desk in London office, including developing new business

Education

12/00 **New York University** Master of Science - Real Estate Investment & Asset Management
5/91 **Syracuse University** Bachelor of Arts - History, Political Science

Professional Licenses

New Jersey State Real Estate Salesperson License
New Jersey Real Estate Appraisal Certified Courses: USPAP, R101 & R102
NASD Series 7 License (currently inactive)

Professional Affiliations / Community Organizations

National Association of Industrial and Office Properties (NAIOP), New Jersey Chapter
CoreNet Global, New Jersey Chapter
Special Olympics of New Jersey, Higgins Golf Classic Committee Member