

Curriculum Vitae

JEFFREY M. CLARK

Lecturer, Finance Department
Isenberg School of Management
University of Massachusetts Amherst

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SUMMARY:

33-year Practitioner of Finance and Real Estate, including serving as post-secondary Lecturer. Professional activities include personally leading programs, teams and organizations on 6 continents that have executed over 4,000 commercial real estate transactions, and developed more than 40MM SF of new Office, Industrial, Manufacturing, Critical Data Center, Retail and Logistics sites, valued at over USD\$5 Billion. Also, as an active investor in US multi-family and residential properties, I have created partnerships that have invested over USD\$60MM.

TEACHING/RESEARCH INTERESTS:

Corporate Real Estate Strategy
Investment and Development
Capital Markets
Valuation, Data and Analytics
Project and Process Management

EXPERIENCE:

LECTURER, FINANCE AND REAL ESTATE 2018 - Present
Finance Department, Isenberg School of Management
University of Massachusetts Amherst

Primary Instructor for the Isenberg Real Estate Certificate at the Undergraduate level, including holding a Commonwealth of Massachusetts license as an Approved Instructor for Real Estate Salespersons. Instructor in the MBA and online programs: Graduate level appointment 2016

CONSULTANT 2018- Present
Southampton Consulting Group, Southampton, MA

On a strictly time-limited and part-time basis, provide Executive-level Real Estate consulting services to Fortune 500 Clients for strategic, international and high-profile projects typically valued over USD\$100MM. Additionally, investor in and advisor to Real Estate Private Equity and developer partners for multi-family, assisted living and logistics projects in the US

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MANAGING DIRECTOR 2006 - 2018
CBRE Global Workplace Solutions, New York, NY

Executive Leader of multiple and concurrent Fortune 500 client engagements across Transactions, Construction Projects, Facility Management, Strategy and Consulting. Includes complete P+L responsibility and management of a typical team size of 100+ FTE

Amazon – final engagement:

Responsible for CBRE's global delivery of Transaction, Construction Project, and Lease Administration for Amazon's Logistics portfolio.

Approximately 150 transactions annually, totaling ~20MM SF of new, ground-up construction internationally, and administration of 1,000+ leases totaling 200+MM SF

Prior Clients include:

Arrow Electronics	Chubb and Son	Diageo	Goldman Sachs
Nielsen Companies	NYSE/Euronext	PepsiCo	Santander
The Hartford			

MANAGING PARTNER 2002 - 2006
Yellow Wood, LLC and Amaranth Companies, LLC, Easthampton, MA

Commercial and residential real estate construction, investment, management and development. Managing and directing all company operations, including business development, transactions, HR, IT, marketing, construction, risk management, and accounting. Multi-family investment specialization.

GENERAL MANAGER 2000 - 2002
Holyoke Mall at Ingleside, Pyramid Management Group, Inc., Holyoke, MA

1.6 Million SF super-regional shopping mall with \$420 Million in sales. Managed 80 FTE in 5 functional areas: Operations, Specialty Leasing, Security, Marketing and Business/Finance.

VICE PRESIDENT, CORPORATE REAL ESTATE 1998 - 2000
AmSouth Bank (now Regions Bank), Birmingham, AL

9 Million SF portfolio of a \$40 Billion Bank with over 700 retail sites and offices in 5 states, including 1350 ATMs. Responsible for all company-wide Corporate Real Estate, including: all site selection, acquisitions, dispositions, leasing, site development, AP/AR, and legal agreements.

COMMERCIAL REAL ESTATE CONSULTANT 1997 - 1998
ACG Professionals, Inc., Atlanta, GA

Abstracting and financial analysis of industrial, office and retail leases. Experienced in Argus and Pro-ject.

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EDUCATION:

MASTER OF BUSINESS ADMINISTRATION Terry College of Business, The University of Georgia	June 1997
BACHELOR OF ARTS, ECONOMICS The University of Massachusetts	May 1988

ACTIVITIES:

ADJUNCT INSTRUCTOR Isenberg School of Management, University of Massachusetts, Amherst, MA Holyoke Community College, Holyoke, MA	2000 - 2018 2000 - 2004
BOARDS OF DIRECTORS The Thrive Foundation Greater Holyoke Chamber of Commerce Greater Springfield Convention and Visitors Bureau Holyoke Visiting Nurses Association	2016 - Present 2000 – 2002 2000 – 2002 2000 – 2002
LICENSES Real Estate Instructor, Massachusetts Construction Supervisor, Massachusetts Real Estate Sales, Massachusetts and Connecticut	2018 2000 1986