

# JEFF LAMM

Tampa, FL | (813) 300-5266 | [jeff.lamm@lammproperties.net](mailto:jeff.lamm@lammproperties.net) | [www.linkedin.com/in/jefflamm](http://www.linkedin.com/in/jefflamm)

## MANAGING BROKER & OWNER

*Driving significant results in the leasing and sales of large portfolios of commercial and industrial properties*

- Accomplished and results-driven business leader with expertise in building and leading effective strategies for commercial real estate overseeing all aspects of leasing, acquisitions, and dispositions on behalf of landlords and tenants. Completed more than \$100MM in lease and sale transactions during 20-year commercial real estate career.
  - Expertise in leading end-to-end project and program management, with accountability for marketing, lease negotiation and administration, tenant build-out projects, relationship management, and negotiations. As the owner of Lamm Properties Inc, works with CEOs, COOs, and directors of real estate to source properties that meet their needs.
  - A demonstrated record of success delivering results that exceed expectations in roles with Lamm Properties Inc, Cushman & Wakefield, Industrial Property Group, Taylor & Mathis, and other commercial real estate brokerage companies.
- *Skilled in Commercial Real Estate*
  - *Experience in Negotiating and Administering Leases*
  - *Leading Financial Analysis*
  - *Overseeing Tenant Improvement Projects*
  - *Representing Landlords and Tenants*
  - *Managing Multimillion Dollar Revenue Streams*
  - *Collaborating Across Department Lines*
  - *Leading Negotiations*
  - *Marketing and Promoting Properties*
  - *Licensed Florida Real Estate Broker*
- *More than \$100 million in lease and sale transactions completed.*
  - *Launched a commercial real estate brokerage with \$15MM in revenue.*
  - *Oversaw a portfolio of up to 8 million square feet of industrial real estate throughout Central Florida for Cushman & Wakefield.*
  - *With Industrial Property Group, closed over \$20MM in acquisition, disposition, and leasing transactions for industrial properties throughout Tampa.*
  - *With Taylor & Mathis, closed more than \$40MM in industrial lease transactions representing MetLife's industrial portfolio.*



*"Jeff is a very talented, smart, hard-working and detailed industrial leasing specialist. I always appreciated his great work ethic and dedication to our company. He will be an asset for anyone who works with him. He will be straight forward and honest and be willing to do whatever it takes to take care of his client." – Quote from Former Manager*

### Professional Experience

**2015 to Present • LAMM PROPERTIES INC. • Tampa, FL**

*Lamm Properties is a licensed Florida real estate broker that represents landlords, tenants, buyers, and sellers in the leasing, acquisition, and disposition of industrial and office properties throughout the Tampa market.*

#### Owner and Managing Broker

Pioneered the launch and continued leadership of the business, managing all facets of operations. Scope of accountability includes marketing, referral development, initial client contact, and the execution of all deliverables associated with leasing, acquisition, and disposition transactions.

- *Outstanding results, navigating the company to reach \$15MM in sales*
- *Builds strong relationships with chief executive officers, chief operating officers, and directors of real estate. Applies a consultative approach to gain insight into the unique needs of each client and prospect with respect to commercial real estate.*
- *Bolstered the visibility of the company by launching a public-facing website and executing digital and traditional marketing strategies and campaigns.*
- *Established a database of key contacts and leveraged the use of CRM applications to track all sales activity.*

**2014 to 2015 • CUSHMAN & WAKEFIELD • Tampa, FL**

*Cushman & Wakefield is a global commercial real estate services firm. The company ranks among the world's largest commercial real estate services firms, with revenues of \$9.4B in 2021.*

**Director of Industrial Brokerage Services**

Recruited onto the firm's largest industrial brokerage team in Tampa, with a focus on managing and leasing a portfolio of up to 8 million square feet of industrial real estate throughout Central Florida. Executed engagements centered on landlord representation, tenant representation, acquisition, disposition, and leasing.

- *Worked with landlords, tenants, and attorneys to negotiate the key terms and conditions of buildouts, leases, sales, and other transactions.*
- *Drafted proposals and letters of intent.*
- *Handled the marketing of properties, including facilitating tours to prospective tenants of existing properties as well as those that were under construction.*

**2011 to 2014 • INDUSTRIAL PROPERTY GROUP INC. • Tampa, FL**

*Industrial Property Group serves the industrial and commercial real estate needs of companies. The company specializes in leasing and selling warehouses, distribution buildings, manufacturing plants, service centers, and industrial land.*

**Broker-Associate**

Delivered solid results, closing more than \$52MM in acquisition, disposition, and leasing transactions for industrial properties throughout Tampa. Represented the interests of both landlords and tenants.

- *Successfully closed nearly \$10MM in lease and sales transactions in 2013, winning the FGCAR / FG CAREP Pinnacle Award.*
- *Major transactions included the lease and sale of a 200,000 square foot industrial park.*

**Early Career**

*Consultant – GLN Development Services, Lamm & Company Partners, Tampa, FL*

*Director of Leasing, Taylor & Mathis of Florida LLC, Tampa, FL completing more than \$40MM in lease transactions from 2005 to 2011 while representing MetLife's industrial portfolio.*

*Associate – Industrial Group, Grubb & Ellis, Tampa, FL*

**Education & Professional Licenses / Affiliations**

**UNIVERSITY OF SOUTH FLORIDA**

**Bachelor of Arts Degree**

**Licensed Florida Real Estate Broker #BK3068676 (Active Broker of Record for Lamm Properties Inc.)**

**Member, National Association of Realtors (NAR)**

**Member, Florida Gulfcoast Commercial Association of Realtors (FGCAR)**

**Former Member, National Association of Industrial & Office Properties (NAIOP)**