



Jeff Rossi Executive Director – Tenant Advisory Group

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Professional Expertise

Jeff Rossi is an Executive Director with Cushman & Wakefield Commerce's Tenant Advisory Group, assisting occupier clients in making strategic real estate decisions and supporting them with real-time analytics, market information, and negotiation strategies.

For over sixteen years, Jeff has assisted clients in bringing the full capabilities and resources of Cushman & Wakefield to every facet of real estate transactions, from needs assessment and market evaluation to negotiations, financial analysis, and securing of financial incentives at state and local levels. He is exclusively focused on the needs of tenants and assisting many of the most significant occupiers in Utah. Jeff delivers leading-edge decision support and strives to provide the collaboration clients need to make the best decision for their enterprise. During his career with Cushman & Wakefield Commerce, he has saved his clients over \$100M. Jeff is focused on creating long-term relationships with his clients by providing excellent service, delivering strategic support, and exceeding expectations.

Professional Affiliations

- Urban Land Institute (ULI) Salt Lake City
- National Association of Industrial and Office Professionals (NAIOP)
- Commercial Real Estate for Women (CREW)

Professional Recognition

- Tomorrow's Leaders Southwest, *Real Estate Forum* – 2014
- Forty Under 40, *Utah Business Magazine* – 2016
- SAMY Award, *Utah Business Magazine* – 2016
- Costar Power Broker – 2008-2016
- CCIM Excellence Award – Lease Transaction of the Year 2015
- CCIM Excellence Award – Top Performer – 2014-2016

Community Leadership

- Previous director, CCIM Utah Board of Directors (Certified Commercial Investment Member)
- Previous director, NAIOP Utah Board of Directors
- Young Leaders Chairman, ULI Salt Lake City
- Previous director, Guadalupe School
- Smart Start Committee Vice Chair, David Eccles School of Business Board of Directors, University of Utah
- Alumni Outreach Committee, David Eccles School of Business Board of Directors, University of Utah

Education

- B.S. Finance & B.S. Business Administration, University of Utah

Clients Served

Client Name	SQ. FT.
Questar Corporation (HQ)	175,000 SF
Neumont University (HQ)	68,000 SF
Goldman Sachs	155,000 SF
Wells Fargo	150,000 SF
Adobe Corporation	208,000 SF
Prosper Marketplace	65,000 SF
University of Utah	38,000 SF
Thumbtack	50,000 SF
Cardon Outreach (HQ)	36,000 SF
1-800Contacts	125,000/176,000 SF
StorageCraft (HQ)	125,000 SF
Ancestry (HQ)	206,000 SF
Solutionreach	147,000 SF
SolarCity (HQ)	147,000 SF



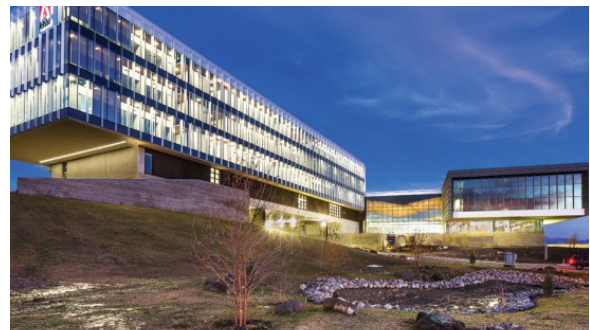
Neumont University (HQ) 68,000 sq. ft.



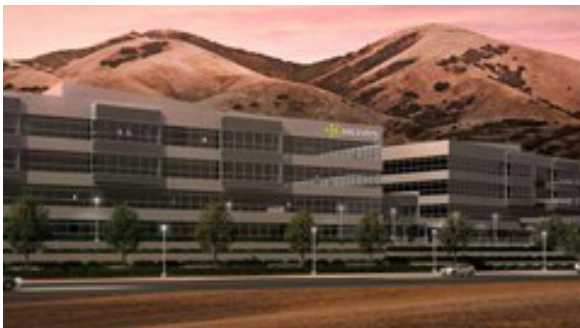
Questar Corporation (HQ) 175,000 sq. ft.



1-800Contacts 125,000/176,000 sq. ft.



Adobe Corporation 208,000 sq. ft.



Ancestry (HQ) 206,000 sq. ft.



StorageCraft (HQ) 125,000 sq. ft.