



Consultant | Brazil
Office Division

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Avenida das Nações Unidas,
14.171 – Torre B – 8º Andar |
São Paulo - SP | 04794-000 |
Brasil

Caio Souza

Area of Expertise

Consultant with over 5 years of experience in the real estate market, having had the opportunity to conduct business nationwide.

Supported by market research and intelligence, they have worked dynamically with other areas within the company.

Focused on prospecting potential new clients for leases, renegotiations, and contract renewals, as well as sales transactions for office areas.

Business and Educational Background

At Colliers Brazil since July 2015, Caio currently holds the position of Real Estate Consultant, acquired with 8 years in the company, knowledge, and experience in the real estate sector with a focus on the commercial area specialized in office segments.

Affiliations or Memberships

CRECI: 172.309-F

Professional Accomplishments

- I actively participated in major sales, leasing, and renegotiation negotiations for renowned market players, one of which was successfully concluded, the sale of a 500m² office in São Paulo, owned by a Family Office.
- Subleasing of a 1,200m² office area in São Paulo.
- Negotiation of over 550 lease contracts throughout Brazil of different types, achieving a 35% cost savings.

Community Involvement

Supporter of Colliers Gives, Colliers' global volunteer program aimed at making a difference in the communities where we operate.

Acts as a volunteer in social actions at Caritas Internationalis São Paulo and in the SOMAR Pastoral, with underprivileged youth from the Jardim São Luiz community, addressing multidisciplinary and religious topics, particularly focusing on general knowledge about our daily lives, with a responsibility to transform the economic, political, social, and cultural order.

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Education or Qualifications

Marketing – Anhembi Morumbi,
2021.

Transações Imobiliárias, CEAD,
2017.

Logistics - UNIP, 2015.

Representative Clients and Projects

- KAVAK: Subleasing of 5,846sqm at Parque da Cidade Building - Paineira Tower for 3 distinct occupants (São Paulo).
- Janga Invest: Sale of 500sqm at Vila Lobos Building (São Paulo).
- American Tower – Renegotiation and renewal of 80 lease contracts nationwide
- Oddo BR: Lease of 1500sqm at Itália Commercial Tower (Curitiba)
- Grupo JSL: Renegotiation and renewal of 280 lease contracts.
- Arcos Dorados: Renegotiation and renewal of 30 lease contracts
- Porto Seguro: Lease of 6,000sqm in a Single-Tenant Building (São Paulo).
- Fleury: Renegotiation and renewal of 35 lease contracts.
- Algar Telecom: Renegotiation and renewal of 30 lease contracts.
- Kroton: Built to Suit of 5,000sqm for educational purposes in Caruaru/PE.
- Kroton: Built to Suit of 4,700sqm for educational purposes in Cachoeiro do Itapemirim/ES.
- Kroton Educacional: Lease of 9,510m² for educational purposes in the Northeast region.
- Nextel – Renegotiation of 70 lease contracts nationwide.
- IHS Tower – Renegotiation of 72 lease contracts nationwide.
- Dia %: Support in the sale & leaseback process – 1,200sqm in São Paulo.
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