



# Connor J. Sullivan

ASSOCIATE DIRECTOR  
New York City



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## SPECIALTIES

Tenant Representation  
Real Estate Strategy  
Business Development

## AREA OF EXPERTISE

Connor Sullivan is an Associate Director in the New York office of Colliers International. He specializes in tenant representation and business development, and has completed a wide range of transactions, including lease acquisitions, dispositions, renewals and buyouts.

## PROFESSIONAL ACCOMPLISHMENTS

Mr. Sullivan is part of Colliers' New York Media and Technology Group, which focuses on developing relationships and implementing real estate strategies for nascent, fast-growing, and mature companies. In the sectors served by this group, he has represented Justworks in two transactions totaling more than 67,000 square feet, Influenster for 18,000 square feet, Earnest Research for 14,000 square feet and several other fast-growing companies.

Mr. Sullivan has also worked with organizations from many other industries, including City University of New York (CUNY), Jardine Lloyd Thompson (JLT), Scientific Games (entity of MacAndrews & Forbes) and Martha & Marley Spoon. In addition, he represented Robert Talbott in a flagship retail location at 501 Madison Avenue and Hampshire Group in a 64,000-square-foot disposition.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers, Mr. Sullivan worked as a Senior Analyst in Sales and Marketing in the Midtown office of Clarion Partners, LLC for three years. While there, he was responsible for sales, marketing and

distribution efforts for Clarion's first non-traded real estate fund, and coordinated its first year-long road show of more than 100+ sales meetings and conference events. Mr. Sullivan also created an analytics system that evaluated the sales productivity and trends of wholesalers and financial advisors nationwide.

Earlier, Mr. Sullivan was a Business Development Representative for Reis, Inc., where he was focused on selling Reis products and subscriptions to investors both debt and equity.

Mr. Sullivan is a licensed New York Real Estate Salesperson. He earned a Bachelor of Arts in Communications with an emphasis in Business and Creative Advertising and a minor in Psychology from Marist College in Poughkeepsie, NY.

## RECOGNITIONS

Mr. Sullivan is a mentor and role model to new brokers in Colliers' New York office, guiding them as they learn the business, the power of collaboration and how to succeed in the competitive Tri-State market. He also contributes to Colliers' recruitment efforts as part of the firm's roadshow for college students. For these activities and a level of production impressive in a young brokerage professional, Colliers nominated him for the Real Estate Board of New York's 2017 Salesperson of the Year award.

## COMMUNITY INVOLVEMENT

Mr. Sullivan sits on the Board of Caumsett State Park and has organized its annual 5K run for the past five years.

Accelerating success.

