



Associate | Arizona
Gleason-Halley Office & Industrial
Team

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colliers.com/arizona

2390 E Camelback Rd
Suite 100
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Education or Qualifications

Bachelor of Science
Business Administration
Marketing Concentration
University of Arizona
Eller School of Management

Affiliations or Memberships

NAIOP, the Commercial Real
Estate Development
Association
International Warehouse
Logistics Association (IWLA)

Danny Schuster

Area of Expertise

Danny Schuster is an associate with Colliers, specializing in the sale and leasing of industrial, office and land properties, representing landlords, tenants, sellers, and buyers.

He partners with Bonnie Halley and Brian Gleason, senior vice presidents; and Melissa Marks, senior associate, to serve clients across the West Valley submarkets of metropolitan Phoenix.

With in-depth experience in transportation and logistics solutions, Danny employs his knowledge to evaluate and strategize each client's unique supply chain requirements. He develops targeted leasing, acquisition and disposition strategies that align with their real estate needs.

Danny's expertise in transportation and sales enables him to provide clients with location recommendations and cost savings based on the modes of transportation used. Comprehending the impact location has on a client's day-to-day operations, he identifies sites that deliver the greatest benefits and meet their business objectives.

Described by clients and peers as diligent, hardworking, dynamic, and outgoing, Danny applies all resources available through his team and Colliers to ensure his clients' best interests are served throughout the transaction process. His ability to identify and resolve problematic issues makes him a valued partner to his clients and team.

Business Background

Prior to joining Colliers, Danny was with Hub Group for more than five years, based in Chicago. Hub Group is a leading provider of intermodal transportation services and end-to-end supply chain solutions across North America.

As account development manager, Danny closed over 30 new customers each year, generating annual revenue of \$10 million.

He streamlined customer delivery processes at Hub Group, improving on-time delivery from 84% to 93%. He also developed a new approach for durable goods customers, dramatically reducing costly shipping delays.

Danny led new hire training for best practices in developing customer relationships and pioneered the adoption and implementation of Microsoft CRM for improved lead generation throughout the sales organization.

His accolades at Hub Group include President's Club Award for highest revenue growth in 2017, and Heavy Hitter Award in 2016, for most new customers that were onboarded.

Community Involvement

- Marine Scholarship Fund
- American Cancer Society

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Representative Clients & Projects

Project leasing team for Reliance Management's FLITE Goodyear, with ±900,000 SF of industrial and office buildings, including 250,000 SF of the former Lockheed Martin Facility

Project leasing team for Avondale Commerce Center, with 590,000 SF of light industrial space in 11 buildings at Van Buren and Fairway Drive in Avondale

Project leasing team for over 2.2 million SF of light industrial and office buildings in the West Valley on behalf of Reliance Management
