



Senior Client Services Specialist |
Arizona
Industrial Services

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Education or Qualifications

Bachelor of Science
Accounting
Grand Canyon University

Real Estate Salesperson's
License, AZ Dept. of RE

Affiliations or Memberships

Colliers | Arizona Staff
Leadership Council

Jessica Assad

Area of Expertise

Jessica Assad is a senior client services specialist, managing all aspects of marketing and client services for the top-producing industrial team of Don MacWilliam, Payson MacWilliam, and Chris Reese. The team specializes in the sale and leasing of industrial real estate in the Southwest Valley distribution market.

Jessica creates impactful print and digital property marketing collateral tailored to each property and client. Her goal is to drive the team's property marketing strategy to ensure optimal and targeted visibility in the marketplace. In support of business development, Jessica prepares high-quality content for listing proposals, presentations, and property tours.

With an extensive background in project management, Jessica efficiently tracks and manages the team's property listings, client databases and property activity. She also oversees transaction administration, including sale and lease documents and coordinating the due diligence process.

Her strong analytical and organization skills make her an invaluable resource in the day-to-day operations of the team.

Colleagues describe Jessica as very detail-oriented with the ability to creatively solve difficult problems in a very fast-paced, high-pressure environment. Internal and external clients are well-served by Jessica's skills in database management, InDesign, Constant Contact marketing, and CoStar's property listing service.

Professional Accomplishments

- #1 Top Team, Colliers Arizona – 2020-2022
- #3 Top Team, Colliers Arizona - 2019

Business Background

Jessica is an accomplished project coordinator and administrative professional, with a record of successfully overseeing a large number and variety of projects.

Prior to joining Colliers, Jessica was with CCS Presentation Systems in Scottsdale for 13 years. She joined CCS in 2006 as contracts administrator, rising through the ranks to lead assistant project manager. She managed the largest grossing integration team while consistently exceeding all budget and utilization goals.

CCS serves customers in the corporate, government and education sectors, providing full-service integration, installation, training and maintenance of audio and video equipment. CCS is one of the largest A/V integration groups in the U.S.

Jessica was responsible for policy implementation, organizational direction and recruiting for all project management teams. She facilitated effective labor utilization, leading to successful completion of over 2,000 projects and a 10 percent average increase in project revenue per annum.

Jessica also directed software and management training for partner offices nationwide, including presentations at summit events with over 200 attendees.