



Executive Vice President
Client Solutions
Occupier Services | Latin America

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Juan J. Gallardo

Area of Expertise

Juan is an Executive Vice President of Client Solutions on the Occupier Services | Latin America platform. Juan brings solid international expertise crafting real estate solutions, establishing, and maintaining client relationships, presenting services to business executives, investors, developers and negotiating engagement details. He is an expert in property acquisition, dispositions, site selection, consulting, and valuation. With his multilingual skills and multicultural background, he is instrumental in helping clients navigate a complex real estate international market. With decades of experience in the international arena he bridges the gap between Latin America and rest of the world, bringing new clients, best practices, and strong relationships.

Professional Accomplishments

Juan is responsible for prospecting, identifying, and securing new business opportunities for Colliers's business lines in Latin America. Juan targets owners, investors, developers, users, governments, and corporations, developing and executing the necessary strategies to attract and retain new clients and expand existing relationships, contributing to the productivity and increased margins of the Colliers' Latin America. He orchestrates services across more than 17 countries in the region, having served major multinational corporations like Oracle, Nokia, Alcon, Cummins, EY and PepsiCo, providing the full scope of services offered in the region.

Business and Educational Background

Before joining Colliers, Juan owned a Real Estate firm in Mexico for 11 years, which he sold to join a major global real estate consulting firm. He also has experience as the End User, having served as Head of Real Estate for DHL in Latin America.

Juan holds a law degree - equivalent to a Juris Doctor denomination in the USA - from the Escuela Libre de Derecho, recognized as the preeminent law school in Latin America. He coursed postgraduate studies on the Legal Regime of International Business, equivalent to a master's degree on International Legal Studies. His deep respect for the Rule of Law, and clear understanding of legal agreements, taxes, jurisdictions, and public incentives have proven to be instrumental in assisting his clients.

Juan's mother tongue is Spanish. He is professionally proficient in English and has different skills in French, Portuguese, and German. Married for 32 years, he is the proud father of three wonderful children. In his spare time, he enjoys writing, swimming, golfing, and playing the piano.

Affiliations or Memberships

Executive Sponsor LIDER ERG

CoreNet Global (Advisory
Chairman Southeast Florida
Chapter)

Co-pillar North America
Diversity & Inclusion program

IAMC (Member of the
Organizing Committee for
Latam)