



Laura Pogue DM, MBA

SENIOR ASSOCIATE | INDUSTRIAL SERVICES



laura.pogue@colliers.com

EDUCATION AND QUALIFICATIONS

Doctor of Management
University of Phoenix

Master of Business
Administration
Univ. of Michigan—Flint

Bachelor of Business
Administration
Univ. of Michigan—Dearborn

AFFILIATIONS AND MEMBERSHIPS

CCIM National & Central
Arizona Chapters

NAIOP, the Commercial
Real Estate Development
Association

National Association of
Corporate Directors

National Business Aviation
Association (NBAA)

AZ Business Aviation
Association (AZBAA)

University of Michigan
Alumni Association

CONTACT DETAILS

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AREA OF EXPERTISE

Laura Pogue is a Senior Associate with Colliers International, specializing in industrial properties. Laura represents sellers, buyers, landlords and tenants in the sale and leasing of single- and multi-tenant industrial properties for aerospace and aviation-related businesses, manufacturing, automotive, and logistics.

As a highly motivated professional, Laura is dedicated to meeting her clients' real estate needs, financial goals and timelines. She develops and executes strategies to identify opportunities that maximize ROI.

With nearly 30 years of success in sales and business development, clients can rely on Laura to go the extra mile and deliver results.

Laura thoroughly analyzes financial and market trends and leverages her extensive business network to deliver client-specific solutions. Mapping out a plan of action to locate the best property for both current and future needs, Laura carefully guides clients in making strategic real estate decisions.

Through aggressive marketing campaigns, Laura attracts quality tenants and buyers and generates maximum targeted exposure for each property.

As a trusted advisor, she represents her clients' best interests throughout the process from initially identifying their real estate requirements through final transaction negotiations.

Clients find Laura to be smart, analytical, detail-oriented, energetic, persistent, and an attentive and responsive communicator.

PROFESSIONAL ACCOMPLISHMENTS

- CCIM Candidate
- Licensed, commercial, instrument-rated pilot (2003 to present)
- FAA-certified ground instructor

BUSINESS BACKGROUND

Prior to joining Colliers, Laura was an associate with the Industrial & Office Properties Group at NAI Horizon, specializing in property sales and leasing.

Laura's industrial property roots began with 10 years of experience with General Motors Corporation—the largest manufacturer in the world at that time. As district sales manager for the Buick Motor Division, she managed sales of vehicles to Buick dealers. Previously, Laura was a financial representative for automotive supplier clients with Delphi Automotive at the GM Tech Center.

In 2001, Laura founded and built a nationwide, online education technology firm, Complete Holdings, LLC. She launched and capitalized on new opportunities within this niche, growing a nationwide client base.

She also started and managed a commercial sign company. As president and business development manager, Laura successfully grew the business, providing full-cycle sales and service to clients.

COMMUNITY INVOLVEMENT

- Phoenix Art Museum
- Served as director on various corporate boards in manufacturing and financial services industries