



Associate | Arizona
Industrial Services

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Mallory Wayne

Area of Expertise

Mallory Wayne is an associate with Colliers International, specializing in the sale and lease of industrial facilities; land sales to developers and users; build-to-suit facilities for sale or lease; and the sale of single and multi-tenant industrial facilities (investment properties).

She is a member of the top-producing industrial team of Paul Sieczkowski, senior executive vice president, who has over 34 years of experience in the Phoenix area; and Justin Sieczkowski, senior associate.

Mallory's specialized market knowledge of industrial real estate, coupled with a comprehensive portfolio of services and the support of an experienced team, enables her to confidently meet her clients' requirements. She advances their business objectives and guides them towards strategic real estate decisions, while minimizing risk and maximizing returns.

As a skilled negotiator, Mallory quickly grasps the challenges in any situation and identifies and executes solutions. She is very focused, with an instinctive ability to understand and target the needs of her clients. Mallory excels at business development, strategic planning and building strong client relationships.

Committed to being highly accessible and accountable and providing superior service, Mallory's goal is to always exceed her clients' expectations and provide a complete and cohesive experience. Her confidence and caliber of character give clients a sense of security and trust.

Business Background

Prior to joining Colliers, Mallory was complex associate director of sales for The Talbott Hotel and Thompson Chicago with Pivot Hotels & Resorts in Chicago.

In her role, she was responsible for total account management for the corporate, luxury and consortia travel accounts, increasing the revenue index by +12 and growing consortia revenue by 4 percent. Mallory drove repeat business through trade shows, sales blitzes, and promotional events.

Previously, Mallory was area business travel sales manager for four hospitality properties: Chicago Athletic Association, Thompson Chicago, Hotel Lincoln, and The Talbott Hotel. She focused on local, tech, bank, and retail for all global accounts for all hotels, achieving a record year for Chicago Athletic Association in those segments.

Her background also includes serving as account manager for business travel for The Westin Michigan Avenue in Chicago, where she solicited new and existing accounts, meeting, and exceeding revenue goals.

Community Involvement

- Make-a-Wish Foundation
- Phoenix Rescue Mission
- Colliers Holiday Adopt-a-Family

Education or Qualifications

Bachelor of Science
Tourism Development
and Management
Arizona State University

Affiliations or Memberships

NAIOP, the Commercial Real
Estate Development
Association - Program
Committee Member

Urban Land Institute (ULI)

Arizona Professional
Networkers