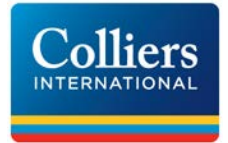




# Melissa Marks

SENIOR ASSOCIATE | OFFICE & INDUSTRIAL PROPERTIES  
GLEASON-HALLEY OFFICE AND INDUSTRIAL TEAM



[melissa.marks@colliers.com](mailto:melissa.marks@colliers.com)

## EDUCATION AND QUALIFICATIONS

Arizona State University  
Abilene Christian University  
Arizona School of Real Estate and Business

## AFFILIATIONS AND MEMBERSHIPS

NAIOP, the Commercial Real Estate Development Association

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## CONTACT DETAILS

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## Visit Team Website

[www.colliers.com/arizona](http://www.colliers.com/arizona)

[www.colliers.com](http://www.colliers.com)

## AREA OF EXPERTISE

Melissa Marks is a senior associate with Colliers, specializing in the sale and leasing of industrial, office and land properties, working on behalf of landlords, tenants, sellers and buyers.

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

Leveraging her in-depth market knowledge, Melissa effectively positions properties in the marketplace to reach targeted tenants and buyers. She aligns marketing strategies with her clients' business objectives to deliver optimal results.

Clients appreciate her proactive approach to quickly move property marketing and negotiations forward to save them both time and money.

With more than 12 years of professional expertise in problem-solving, reasoning and analysis, Melissa is able to readily identify and resolve transactional issues. Clients can rely on her to look out for their best interests.

Serving as a collaborative partner to her clients, Melissa develops long-term relationships built on mutual trust and respect. She believes a key factor to successfully closing transactions is the degree to which all parties trust each other.

Melissa brings a positive and enthusiastic energy to working with clients and peers, starting each day with an optimistic attitude. She embodies the adage of doing what you love and loving what you do.

Visit our [team website](#) to learn more.

## BUSINESS BACKGROUND

Prior to joining Colliers, Melissa was an associate with Phoenix West Commercial in Goodyear, specializing in industrial and office properties. She advised prospective clients on market conditions and drove the negotiation process for successful transactions. Melissa demonstrated exceptional prospecting skills by generating an extensive client base through aggressive marketing and personal referrals from satisfied clients, resulting in recognition as Rookie of the Year.

As administrator for FourteenSix, Inc., a 501(c)(3) organization, Melissa was responsible for financial procedures and policies, provided fiscal and administrative leadership, and oversaw a \$250,000 budget.

Previously, Melissa served as project coordinator for Toyota in San Diego, where she oversaw the development and implementation of an international policy development program. She also provided leadership to multiple management teams for the integration of a new customer care policy.

## COMMUNITY INVOLVEMENT

Melissa and her husband founded FourteenSix, Inc., an Arizona non-profit organization, 16 years ago. She enjoys pouring her love into the children there in her free time; and she is active in her church, particularly in women and children's ministry.

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## REPRESENTATIVE CLIENTS AND PROJECTS

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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

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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

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

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