



Mike Montoya

ASSOCIATE | INVESTMENT SERVICES



mike.montoya@colliers.com

EDUCATION AND QUALIFICATIONS

Bachelor of Science
Supply Chain Management
Certificate in International
Business

W.P. Carey School of
Business, Arizona State
University

Arizona School of Real
Estate and Business

AFFILIATIONS AND MEMBERSHIPS

NAIOP, the Commercial
Real Estate Development
Association

CONTACT DETAILS

MOB +1 480 225 2594
DIR +1 602 222 5157
FAX +1 602 222 5001

Colliers International
2390 E Camelback Road
Suite 100
Phoenix, AZ 85016

www.colliers.com

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

AREA OF EXPERTISE

Mike Montoya is an associate of investment services and partners with Kim Soulé, senior vice president, at Colliers International.

Mike specializes in the acquisition and disposition of commercial properties, including multi-tenant office buildings, industrial facilities, hotels and undeveloped land.

Dedicated to serving his clients' interests, Mike develops effective investment strategies that align with their business objectives. He analyzes how property acquisition, ownership and disposition can affect the success of his clients' portfolios.

Through detailed property evaluation and market research, Mike calculates current and potential value for each property. He positions assets through targeted marketing programs tailored to the unique needs of each property and client.

As an instinctive problem-solver with an analytical approach, Mike carefully guides clients through the negotiation and transaction process to maximize value while minimizing risk.

He is committed to delivering results that exceed clients' expectations. His responsiveness, accountability and diligence make Mike a valued partner to his clients.

BUSINESS BACKGROUND

Mike has seven years of experience in the logistics industry, specializing in account management and operations. Prior to joining Colliers, Mike was with APL Logistics in Scottsdale, where he was a senior specialist for key retail accounts, including Under Armour®, American Eagle and Talbots.

At APLL, he implemented direct-ship programs to improve speed-to-market, led customer business review presentations and resolved operational challenges for clients.

Previously, Mike held positions as service center manager and import/export manager for Knight Transportation in Phoenix, where he maximized production and managed costs for a fleet of 160 trucks. He increased fleet size by 33 percent, resulting in revenue increasing to more than \$2 million per month.