



Mike Peña

BROKERAGE SPECIALIST
Colliers Nampa Office



mike.pena@colliers.com

EDUCATION/QUALIFICATIONS

Diploma - Gallup High School, NM

Military - USMC
Non-Commissioned Officer
Training Course

Other Education:

- *Strategic Selling* - People Builders
- *Selling Skills* - Dale Carnegie
- *Sales Negotiations for Higher Profit* - American Management Association
- *Large Account Mgmt.* - Miller-Heiman
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- *Strategic Account Mgmt.* - Miller-Heiman
- *Subdivision Development & Financing* - Land Education Foundation
- *CCIM Institute* - Real estate financial analysis, Troubled Assets

AREA OF EXPERTISE

Mike is a USMC veteran with over 25 years of professional Sales Experience and has been involved in over \$225 and million dollars in sales transactions in 7 different countries through out his career. He has lived in Idaho for over 20 years and has a wife and 3 children. Mike enjoys cross fit, rucking, and fly fishing.

WORK HISTORY

Mike joined the Colliers International team in 2008, and specializes in Retail, Investment, Industrial, and Land transactions. Mike has a broad knowledge base in commercial real estate including site selection, valuation, entitlement process, Industrial, Investments, and Retail.

- 2005 - 2007
Elite Real Estate Services
Involved in the sale of \$24 million in Real Estate Transactions from site selection to entitlement/development.

- 1991 - 2005
SCP Global Technologies
Sales Engineer involved in multimillion-dollar orders nationally and internationally with: Micron, Intel, HP, Texas Instruments, AMD, Motorola, Philips, AMI, Microchip, and IBM.
- 1989 - 1991
Dyn-Aerospace -Avionics Hollaman AirForce Base, New Mexico
- 1985 - 1989
United States Marine Corps, Avionics, Worldwide

COMMUNITY & CIVIC INVOLVEMENT

- Board Member, Nampa Chamber of Commerce
- Chairman, Nampa Business Council
- Board Member, College of Western Idaho Foundation
- Volunteer, Healing Waters, encouraging the rehabilitation of veterans through fly fishing and community involvement
- Member, Caldwell Chamber of Commerce

CONTACT DETAILS

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REPRESENTED LANDLORD/SELLER CLIENTS (PARTIAL)

- DDR
-Nampa Gateway
-Meridian Crossroads
- Bank of the West
- Bank of the Cascades
- Biltmore Company
- Alturas Capital
- American Equity Investment Life Insurance Co.
- Alpha Lending
- Naumes Inc.
- City of Nampa
- Nampa School District
- DL Evans Bank

REPRESENTED TENANT/BUYER CLIENTS (PARTIAL)

- St. Luke's
- Alpine Investment Group
- Bronco Shop
- Camp Bow Wow
- Catholic Dioceses of Boise
- Papa Murphy's Pizza
- Bob's Bikes
- Los Betos
- Patrick Industries, Inc
- NW Interiors
- Deseret Industries
- Catholic Charities

Accelerating success.