



# Ned G. Frank

VICE PRESIDENT  
Industrial Advisory Group



[ned.frank@colliers.com](mailto:ned.frank@colliers.com)

## EDUCATION AND QUALIFICATIONS

BA, Indiana University

## AFFILIATIONS AND MEMBERSHIPS

NAIOP, Chicago Developing Leaders Board

Council of Supply Chain Management Professionals

Association of industrial Real Estate Brokers (AIRE)

## CONTACT DETAILS

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## AREA OF EXPERTISE

Ned Frank is a vice president within the Industrial Advisory Group of Colliers International | Chicago. His expertise in site selection, lease negotiation, lease renegotiation, sales, incentive procurement, and capital market interaction helps companies to develop and execute real estate strategies that support their business goals.

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to his current position, Ned worked as a carrier sales associate for Real Time Freight Services, LLC in Chicago. In this role he increased prospect conversion and revenues by a notable percentage. His extensive sales experience and ability to meet his clients' needs proves to be a valuable asset in obtaining new business.

Ned graduated with distinction and received his Bachelor of Arts degree with a major in economics and political science from Indiana University in Bloomington.

## PROFESSIONAL ACCOMPLISHMENTS

- Finalist – 2018 NAIOP “Industrial Build-to-Suit Development of the Year” for IDI Logistics 558,550 SF BTS, Antioch, IL
- Finalist – 2015 NAIOP “Industrial Speculative Development of the Year” for Prologis 369,000 SF spec building, Bolingbrook, IL
- Finalist – 2012 & 2013 NAIOP “Broker Transaction of the Year-Industrial”

## COMMUNITY INVOLVEMENT

Ned is actively involved within the community and serves as the President for the Associate Board of the Boys and Girls Clubs of Chicago.

## REPRESENTATIVE CLIENTS

- American Chartered Bank
- Colony Realty Partners
- Concept Laboratories
- Consolidated Electrical Distributor
- Ford Gum & Machine Co.
- High Sierra Sports
- IDI Gazeley
- J.P. Morgan
- Kenall Manufacturing
- Lawson Products
- Liquid Controls
- Logistics Property Company, LLC
- Lucta USA
- Masco Corporation
- Manulife Financial
- New York Life Investment Management
- Office Designs
- Organic Life
- Prologis
- The Opus Group
- Venture One
- YANMAR America Corporation