



Scott Nelson MCR

CEO, OCCUPIER SERVICES | GLOBAL



scott.nelson@colliers.com

EDUCATION AND QUALIFICATIONS

Auburn University
BS in Marketing
CoreNet MCR

AFFILIATIONS AND MEMBERSHIPS

CoreNet Global
IAOP - International
Association of Outsourcing
Professionals – Board
Member
Contributor to MA Jardina
Foundation, Vail Valley
Foundation, and SOS
Outreach

CONTACT DETAILS

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AREA OF EXPERTISE

Scott Nelson is CEO, Occupier Services | Global at Colliers International and is responsible for global strategy and leadership of the Occupier Services business unit. Occupier Services makes up the platform of tools and talent that supports our clients directly and through transaction advisory professionals leading Occupier client relationships. These engagements include tenant representation and project management assignments, multi-market accounts, to Corporate Solutions outsourcing. Occupier Services includes service lines such as Account Management, Client Experience, Consulting, Technology Services (including our Colliers360 technology), Lease Administration, Transaction Management and Project Management. Occupier Services is directly accountable for the major client engagements based in all regions of Americas, EMEA and APAC.

PROFESSIONAL ACCOMPLISHMENTS

Scott has held key leadership positions for much of his career, with his entire tenure focused on occupier clients and the development of businesses and platforms to serve these clients, including experience directly leading client engagements with some of the most recognized global brands.

Scott has extensive experience with the initial relationship “solutioning” and transitions, resource deployment and development of the client-facing team, strategic real estate planning and portfolio optimization initiatives. These projects have resulted in real value creation opportunities for clients in the area of real estate occupancy cost reduction, business intelligence technology deployments, process improvements, CRE organizational design, maximized real estate flexibility, capital and expense plan re-positioning, among others. Scott began his career as a tenant representation transaction advisor and has personally handled more than 250 transactions exceeding \$1 billion in total value throughout the U.S. and globally.

BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers in 2009, Scott spent six years on the Executive Committee of GVA Advantis, including leading Corporate Services for the GVA Worldwide network of companies. Prior to that, Scott spent ten years in executive leadership positions at Equis Corporation (now Cushman & Wakefield), an international Corporate Services and Tenant Representation company where, working directly with clients, he was also a top producer company wide.

PERSONAL

Scott lives in Atlanta and is married with two daughters, ages 10 and 13. His family enjoys multiple sports and outdoor activities, traveling to any mountain, lake or beach, and snow skiing wherever there is powder!