



# William Harris

PORTFOLIO STRATEGY & INNOVATION LEAD  
ASSOCIATE DIRECTOR | EMEA CORPORATE SOLUTIONS



## EDUCATION AND QUALIFICATIONS

Business Economics BAHons  
Estate Management PGDip

## AFFILIATIONS AND MEMBERSHIPS

MRICS

Member of the Royal  
Institution Of Chartered  
Surveyors

## CONTACT DETAILS

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## AREA OF EXPERTISE

Will joined Colliers International in 2015. Based in London, Will currently has the role of **Portfolio Strategy & Innovation Lead** for EMEA and is responsible for supporting the Colliers 360 technology platform and for the development of the PortfolioExpert platform. This is a new technology that brings portfolio data to life, with simple benchmarking and critical date management, facilitating collaborative strategy development in pursuit of savings.

Will is experienced in the development of large client accounts and the database systems and change management processes that integrate teams across geographies having introduced new technologies to Colliers and to clients, transforming portfolio and account management practice.

Additionally Will has successfully managed the real estate aspects of mergers & acquisitions having worked with global data centre operator, Equinix, on a \$900m disposition of 8 sites and running the due diligence - project management office - for a c\$200m acquisition in Paris.

## PROFESSIONAL ACCOMPLISHMENTS

Will has won awards for innovation for his work integrating teams through technology.

## CURRENT CLIENTS

**AIG, BT, DS Smith, Equinix, Siemens Gamesa, Worldpay**

## WILL'S STRENGTHS INCLUDE:

- Strategic and operational business development experience
- Expertise managing professional teams and large portfolio estate teams

## BUSINESS AND EDUCATIONAL BACKGROUND

Before joining Colliers, Will was based in London in the Corporate Solutions team of Jones Lang LaSalle, acting on behalf of and successfully pitching to corporate clients including **Lloyds Banking Group, HSBC, Deutsche Bank, ANZ Bank, Stanley Black & Decker, and IBM.**

Prior to joining Jones Lang LaSalle in 2006 Will worked in business development for a firm of Strategy Consultants, tasked with growing Sun Microsystems largest global account team, Vodafone.

They succeeded in achieving more than a three fold increase in Sun's effective marketing reach.

Since 2004 Will has volunteered with Raleigh International, as a Project Manager in Namibia and in Tanzania. Working with ministry officials and NGO project partners, Will led teams of volunteers building school and sanitation facilities in remote village communities. Will has also been responsible for managing Staff Assessment residentials and Raleigh Outdoor Adventure Residentials for disadvantaged young UK participants.

Will received his first degree in Business Economics from Durham University in 2000 and his post-graduate diploma in Estate Management from London South Bank University in 2008, when he also became a Member of the Royal Institution of Chartered Surveyors.