

Speaker's Profile



Andrew B. Zezas, SIOR
Relationship Manager,
Strategist, President & CEO

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“Real estate is merely a catalyst to support our clients’ business objectives, and one which, when deployed intelligently, can drive operational and financial performance, reduce risk, increase flexibility, and enhance stakeholder value!”

Andrew B. Zezas, SIOR, is Relationship Manager, Strategist, President & CEO of Real Estate Strategies Corporation, a New Jersey based corporate real estate advisory and transaction services firm. RealStrat's clients include the US operations of public, private, domestic, and global companies, and not for profit organizations, in a multitude of industries from over 9 countries.

As RealStrat's founder and senior strategist, Andrew draws on his over two and a half decades of experience and expertise in setting strategy and executing transactions for the firm's most important clients engaged in office, distribution, manufacturing, technology, life sciences, and other real estate acquisition, disposition, and advisory projects.

Andrew has received numerous business and industry awards, including:

- SIOR New Jersey's Largest Deal of the Year (2009)
- Ernst & Young Entrepreneur of the Year Finalist (2007 & 2005)
- NJBiz Executive of the Year Finalist (2006)
- William Dorsey Client Service Excellence (2004)
- Most Valuable Broker and A-Team Hall of Fame (2004)
- Top 50 Commercial Brokers (2005, 2004, 2002)
- Broker of the Year (2001, 2000, 1993)
- Creative Deal of the Year (1995)

Andrew is well-known for his energetic and passionate style as a conference, business, and motivational speaker. He was recently appointed to the National Association of Realtors Commercial Alliance Signature Speakers Series and to the educational faculty of the Society of Industrial and Office Realtors.

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Licensed Real Estate Broker



Andrew has appeared, in person and online, on behalf of many prestigious organizations in the United States and Canada, including:

- American Management Association
- Building Owners & Managers Association
- Commercial Property News
- CoreNet Global
- CoStar
- Empowerment Group
- Financial Executives International
- Financial Executive Networking Group
- Institute of Management Accountants
- National Association of Realtors
- New Jersey Economic Development Authority
- RealComm
- Society of Industrial and Office Realtors
- Strategic Executive Networking Group
- US Postal Service

Andrew has appeared on The Growth Strategist, a weekly internet radio show on VoiceAmerica Business, and has recently been interviewed on GlobeSt.com's "Commercial Real Estate Leaders" video series. He has written two books entitled The CFO's Guide To Understanding Corporate Real Estate Transactions and The CFO's Guide To Hiring The "Right" Real Estate Service Provider. Andrew has written over 90 articles on business, real estate, customer service, finance, careers, and other topics, and publishes two blogs at CorporateAdvisor.wordpress.com and at AndrewZexas.Blogspot.com.

Andrew holds real estate broker licenses in New Jersey, New York, Pennsylvania, Connecticut, and Florida, and is a certified real estate instructor in Indiana, Texas, and Utah. He has been quoted in a variety of business publications, including:

- Business New Jersey
- Commercial Property News
- Development Magazine
- New Jersey Tech News
- Mid-Atlantic Real Estate Journal
- New York Times
- The Star-Ledger
- Office and Industrial Properties Magazine
- Real Estate Forum
- Real Estate Weekly
- Real Estate New Jersey
- The Tri-State Real Estate Journal
- SIOR Professional Report

Endorsements and testimonials can be viewed at www.Linkedin.com/in/AndrewZexas