

INSTRUCTOR BIOGRAPHY

ANDREW B. ZEZAS, SIOR
Real Estate Strategies Corp.
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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 service 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 over nine countries.

As RealStrat's founder and senior strategist, Andrew draws on his 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 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. Andrew has received numerous business and industry awards, including:

- SIOR New Jersey's Largest Deal of the Year (2008)
- 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 has held the following leadership roles and professional affiliations:

- Real Estate Advisory & Development Services (Board Chairman 2009)
- NJAR (Board of Directors 2009)
- SIOR Tenant Representation SPB (Chair 2005-2008)
- Financial Executives International (Sponsor, Membership Committee)
- SIOR New Jersey Chapter (Secretary)
- Greek American Chamber of Commerce of NJ (Chairman of the Board 2000-2001)
- National Association of Industrial Office Properties (Membership Co-Chair 2002-2004)
- St. Athanasios Church (Trustee 1997-1998, Treasurer 1997)
- TriState Realtors Commercial Alliance
- Real Estate Cyber Society
- CoreNet Global (Faculty 2006)
- Association for Corporate Growth
- New Jersey Technological Council
- International Facility Managers Association
- Industrial and Office Real Estate Brokers' Association of Greater NY
- American Hellenic Institute
- Society of Industrial and Office Realtors (SIOR)

SIOR INSTRUCTOR BIO

ANDREW ZEZAS

Andrew attended Montclair State University in New Jersey, where he studied finance, economics and music. He continues his professional evolution by regularly attending executive real estate and business courses at New York University Real Estate Institute and other recognized institutions.



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