

**JIM DIETER, SIOR**

Executive Managing Director  
North American Industrial Group  
Chicago, Illinois



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**PROFESSIONAL EXPERIENCE**

Jim Dieter is currently an Executive Managing Director with CB Richard Ellis, joining the firm following its merger with Insignia/ESG in July 2003. Mr. Dieter is currently responsible for leading CBRE's North American Industrial Group (US, Mexico, and Canada). One of his key roles is to access and mobilize CBRE's global resources to its industrial operations worldwide ensuring the firm's industrial clients have access to strategic intellectual capital, worldwide communication, corporate wide resources, and state-of-the-art market research data.

With more than 30 years of industry experience, Mr. Dieter has personally been involved in more than 300 significant transactions for companies involving their distribution, manufacturing, and research/development real estate needs. Throughout his career, he has worked with most of the national industrial developers in land acquisitions and/or has given expert advice on speculative building design, and leasing.

In addition to his long-time success in completing complex transactions, Mr. Dieter has also grown, managed and led several industrial real estate services groups to prominence. From 1982 to 1997, he was a senior partner with the largest independent real estate company in Chicago. During that time, he built and led one of the top industrial groups in Midwest. While part of a global network of affiliated firms, he served on its Board of Directors and several of its national committees including the long-range planning committee. Mr. Dieter also was recognized in that national/global organization multiple times with its "Leader" of the year award.

**ACHIEVEMENTS**

Mr. Dieter has conducted sales and motivational speaking seminars nationally to various sales organizations, is frequently quoted in national industry publications, and is considered a leader within the national industrial real estate profession. Mr. Dieter served in the United States Air Force during the Southeast Asia/Vietnam Conflict.

**PROFESSIONAL AFFILIATIONS**

- Member, Society of Industrial and Office Realtors (SIOR)
- Member, Association of Real Estate Brokers of Chicago (AIREB)

- Member, National Association of Industrial and Office Parks (NAIOP)
- Member, Warehouse Education and Research Council (WERC)
- Member, Council of Logistics Management (CLM)
- Member, Industrial Asset Management Council (IAMC)