

ALEX M. PERRY

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RELATIONSHIP FOCUSED – VALUES DRIVEN LEADER

Trusted Advisor • Cross-Organization Collaborator • Innovator

Passionate entrepreneur with 14 year track record of proven leadership, strategic insight; demonstrated ability to communicate a vision, coupled with a proclivity to foster and develop relationships; Energetic, service orientation with high-level complex project performance and business delivery; Proven capability to build, develop and manage cross-organizational teams as a key resource; Critical thinker, innovative problem solver; and Reputation for integrity, professionalism and strong work ethic.

SUMMARY OF QUALIFICATIONS

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|--------------------------------|---------------------------|----------------------------|
| ▪ Trusted Leader | ▪ Strategic Insight | ▪ Innovator |
| ▪ Trusted Advisor | ▪ Interpersonal Awareness | ▪ Proactive Problem Solver |
| ▪ Key Relationship Manager | ▪ Alliance Organizer | ▪ Results Oriented |
| ▪ Committed Passionate Learner | ▪ Client Focused Approach | ▪ Business Development |

LEADERSHIP AND COMMUNITY INVOLVEMENT

USD Emerging Leaders Council – (Alumni advisory council convened by President Lyons); Member (2012)

USD Alumni Association – Strategic Planning Committee; Member (2011-Present)

CoreNet Global – Southern California Board of Directors; VP Programs (2009-2010)

CoreNet Global – San Diego Regional Committee; Member (2007-2010)

- Chair – Community Reinvestment Challenge; (2008)

USD Alumni Association – Board of Directors; Member (2005-2010)

- Chair – Finance Committee (2006-2007)
- President (2007-2009)
- Alumni Representative – Board of Trustees Committee on University Relations (2007-2009)

San Diego Mountain Rescue Team; Rescue Volunteer (2002-2007)

- Director – Board of Directors; (2003-2005)
- President – Board of Directors; (2004)

CCT/CYT – Board of Directors; Director (2005-2007)

- Member – Audit Committee

Institute for Arts Education – Board of Directors; Director (2002-2004)

Loma Prieta Fire & Rescue; Volunteer Fireman & EMT (2000)

English for Migrant Workers; Founder, Instructor (2000)

BOMA – Government Affairs Committee; Member (1999-2000)

Habitat for Humanity; Construction Volunteer (1999)

PROFESSIONAL EXPERIENCE

Principal – Sacco James Advisory Group, LLC, San Diego, CA (2010 to Present)

Founded and managed a national real estate consulting firm focused on delivering clients strategy, value, and results.

- Created a unique, innovative real estate consulting business model, which with limited resources leveraged the experience of its Strategic Advisory Council (“Council”) to solve difficult real estate problems for corporate clients;
- Ability to foster and develop strong relationships as the trusted leader, and communicate a vision contributed to the successful formation of a Council of senior real estate executives with over 120 years of combined experience;
- Provided timely, definitive, innovative, and strategic end-to-end solutions for corporate users across a wide spectrum of industries and markets.

Director – Cushman & Wakefield, San Diego, CA (2001-2010)

Tenant representation specialist partnered with clients in every stage of the real estate process, representing them in buying, selling, leasing, managing, and the analytic evaluation of assets; work also included providing strategic insight and measurement of progress against KPI targets. Services provided as an advocate and trusted advisor focused on helping clients align their real estate with their strategy, business, financial and operational plan.

Clients have been served in over 300 transactions, totaling more than \$584 million in gross consideration, and 4.7 million square feet;

- Broad experience, including managing multi-market accounts regionally, and nationally;
- Facilitated collaborative development of strategic plan with client partners; and
- Service delivery method included evaluation and streamlining of critical path process, creation and implementation of best practices, as well as measurement and assessment of service value.

Founded Cushman & Wakefield’s CFO Roundtable at the University of San Diego.

- Applied strong relationship skills as a trusted leader, integrator and innovator, to manage a collaborative team of cross-functional individuals in founding and launching Cushman & Wakefield’s CFO Roundtable at the University of San Diego; a forum for CFOs and senior finance executives which facilitates regionally driven, peer-to-peer discussions; and
- Ability to develop and communicate a vision, leadership, and relationship cultivation skills resulted in the successful creation of an Advisory Board of CFO’s from some of the largest companies in San Diego including Sempra Energy, WD-40, Jack-in-the-Box, Cox, Cymer, AMN, Memjet, PETCO, and Life Technologies.

EDUCATION

Bachelor of Arts in Interdisciplinary Humanities - University of San Diego, San Diego, CA (1997)

- *Concentration:* Music History; *Minor:* Educational Leadership

LICENSES AND DESIGNATIONS

Licenses and Certifications

- **Real Estate Broker** – State of California (2002 to Present)
- **EMT** – San Diego County (Since 1996)
- **WEMT** – Wilderness Medical Associates (Since 1996)

Designations and Accreditations

- **MCR Designation and SLCR Candidate** – CoreNet Global (2009 to Present and 2011)
- **SIOR Designation** – Society of Industrial and Office Realtors (2009 to Present)
- **LEED AP BD+C** – Green Building Certification Institute | USGBC (2009 to Present)

HONORS/AWARDS

"San Diego Power Broker" Office Leasing Transactions, CoStar Group and Real Estate Forum (2007)

"Sheriff's Unit Citation" San Diego Mountain Rescue Team, County of San Diego Sheriff (2004)