

SPEAKER BIO:

**Julian Pinner** BSC (HONS) MRICS

**Julian** has a broad range of experience advising multi-national occupier, public sector, investor and development clients in the UK, continental Europe and the United States. Since 1994, Julian has concentrated on advising corporate occupiers with regard to portfolio strategy, outsourcing and single point of contact account management.

Projects have ranged from advising in relation to the rationalization of Westinghouse Electric Corporation's real estate portfolio in Europe, advising Dunn & Bradstreet in relation to developing its real estate strategy in The Netherlands and delivering Siebel Systems expansion program in Europe which included the establishment of significant offices in the UK, France, Germany, Spain, The Netherlands and Italy. Latterly Julian has been based in New York with East Coast responsibility for growing Grubb & Ellis's Corporate Services business working with major multinational corporations such as The Royal Bank of Scotland, IBM, Verizon and Masco.

Julian believes in service excellence and is solution driven.

Julian is an active member of CoreNet.