

Jay D. Cimo
Senior Vice President
Jones Lang LaSalle Americas, Inc



Current Responsibilities

Mr. Cimo is the Director of Operations for the Midwest Tenant Representation Group overseeing more than 100 professionals in Chicago, Indianapolis, St. Louis and Minneapolis. Responsibilities include driving revenue growth and profitability, ensuring operational efficiencies, and managing individual broker and team business plans.

Experience

Mr. Cimo joined the firm in 1993 and has more than 20 years of real estate experience in the Chicago market.

From 2006 to 2008, Mr. Cimo was the Group Manager overseeing a 3.1-million-square-foot portfolio in Downtown Chicago consisting of 300 South Riverside Plaza, One East Wacker, 633 North St. Clair and 211 East Chicago Avenue.

From 2002 to 2005, Mr. Cimo was the Leasing Director completing over 90 transactions totaling 800,000 sq. ft. in downtown Chicago. In 2004, Mr. Cimo and Gary B. Kosteki were awarded the Jones Lang LaSalle Midwest Agency Leasing Team of the Year award. In 2005, they were also both awarded the Commercial Real Estate Forum Award by the Chicago Association of Realtors.

Prior to his leasing role in downtown Chicago, Mr. Cimo was responsible for supporting the Chief Operating Officer of Jones Lang LaSalle's Leasing and Management group overseeing all nationwide management and leasing activities. In that role, his responsibilities included financial and strategic planning and forecasting, compensation program analysis, development of performance metrics and all leasing, management, legal, marketing, human resources and technology-related issues.

Prior to joining Jones Lang LaSalle, Mr. Cimo was a portfolio manager with Compass. He was responsible for all leasing and management activities for a multi-state portfolio of 4.8 million square feet, which included 401 North Michigan Avenue (Equitable Building), 444 North Michigan Avenue, 211 East Chicago (ADA Building), 75 East Wacker, Mid-America Plaza, Ameritech Center, First Indiana Plaza (Indianapolis), National City Center (Indianapolis), Oak Brook Regency Towers, Oak Brook Court, Hyatt Deerfield Office Campus and the Buckhead and EML Industrials.

Education/Affiliations

Mr. Cimo earned an M.B.A. from Eastern Illinois University and a Bachelor of Arts degree in Economics from the University of Illinois at Urbana-Champaign. He holds an Illinois Real Estate Brokers License, a RPA (Real Property Administrator) designation, a CPM (Certified Property Manager) designation, and a LEED-AP designation. He is a member of the Chicago Office Leasing Brokers Association and is currently Chairman of the BOMA/Chicago Information Committee.