

JAMES ROBBINS



Senior Vice President

Downtown Los Angeles

James leads a team that advises organizations how to make more informed decisions with real estate. He ensures a company's first largest fixed cost (real estate) is an asset to grow the company rather than be the typical liability. Through his lease negotiation process he usually saves organizations 10%-30% on their lease and have worked with companies like Coca Cola, Microsoft, John Hancock, the LA Auto Show, and many local and regional companies.

James began his career in 2012 at Colliers International Los Angeles. He soon moved to London where James worked with the Canadian Embassy and the National Basketball Association (NBA) to find and secure office leases. After returning to Los Angeles, he won several awards while working at Colliers International's Downtown Los Angeles office.

James won "Rookie of the Year" for Colliers International in only 6 months as well as Colliers International's "Largest Office Lease Transaction" valued over \$57,000,000.

Currently, James runs a Tenant Advisory team at Cresa's Downtown Los Angeles office. He regularly trains young brokers across North America and Los Angeles on best practices and client services.

AFFILIATIONS

James is a Member of the Jonathan Club, Toastmasters, the Breakfast Club, Squash Club, the LMU Alumni Association, and the Beta Theta Pi fraternity. James's enjoys volunteering at the Homes for Hope Foundation, Jonathan Club service events, and Heal the Bay beach clean ups.

EDUCATION

James studied at Imperial College London and Loyola Marymount University and holds his Bachelor of Arts in Economics from Loyola Marymount University.

SELECT CLIENTS

- Asiana Airlines
- Coca Cola
- Heal the Bay
- Jacobs Engineering
- John Hancock
- LA Auto Show
- Live Nation
- Microsoft
- National Basketball Association (NBA)
- Penta Building Group

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