

# BENJAMIN MOHR

Byrnham Wood, LLC | 1270 Avenue of the Americas | Suite 202 | New York, NY 10028  
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## PROFESSIONAL EXPERIENCE

### Byrnham Wood, LLC

New York, New York

[Tenant rep firm known for providing creative strategic approaches to complex lease transactions for corporate clients.]

*Principal*

2018 - current

- Represented commercial tenants in more than 3 million sq-ft of leasing and sales transactions, advising clients throughout the U.S. and worldwide in more than 20 countries.
- Ensured high satisfaction and long-term retention of extensive client base, including prestige clients with complex real estate portfolios, such as The New York Times Co. (lead contact, exclusive global representation from 2008-2013), About.com (now Dotdash), IBM, Publicis, Nike, and many more.

### Barker Realty, LLC

Santa Fe, New Mexico

[Leading Santa Fe real estate brokerage.]

*Associate Broker*

2014 - 2018

- Represented George R.R. Martin (*Game of Thrones*) and Meow Wolf in the redevelopment of a local bowling alley.
- Represented Meow Wolf in the purchase of a 50,000 sq-ft modern industrial property, a 10,000 sq-ft warehouse, and leasing of more than 30,000 sq-ft throughout Santa Fe.
- Listed for sale and lease the centerpiece of the high-profile Santa Fe Railyard project, a 70,000 sq-ft retail and mixed use building.
- Represented New Mexico School for the Arts in disposition of several properties as part of its campus redevelopment.
- Responsible for bringing numerous national investors to Santa Fe for commercial real estate purchases.

### Byrnham Wood, LLC

New York, New York

*Managing Director*

2010 - 2013

- Developed and presented financial models, lease administration databases, and strategic briefs to client C-suite executives and board members.
- Promoted from Associate to Managing Director in May 2010. Added responsibilities included recruiting and developing new professional talent, including associates, analysts, and operational staff.

*Associate*

2006 - 2010

- Responsible for developing new business via innovative and analytical presentations for top executives, resulting in substantial increase in new clients.
- Mentored by Chairman Joseph Thanhauser, winner of an unprecedented 7 “Most Ingenuous Deal of the Year” awards from the Real Estate Board of New York (REBNY).

### Cushman & Wakefield, Inc.

New York, New York

[International commercial real estate services firm.]

*Senior Administrative Assistant*

2004 - 2006

- Developed marketing strategies and aggressively researched and pursued senior-level contacts for business development.
- Prepared extensive real estate surveys and designed presentations and marketing fliers using various technologies.

## **Northside College Preparatory High School**

Chicago, Illinois

[Top Chicago public secondary school, *U.S. News & World Report*-ranked 24<sup>th</sup> best U.S. high school.]

*English Teacher*

2001 - 2003

- Generated eight 90-minute lesson plans per week for 180 students, including six honors classes per year.
- Edited high volume of student coursework and essays under deadline.
- Developed the school's film program, organized the student film festival, and sponsored the school's literary magazine.

## **EDUCATION**

### **Indiana University**

Bloomington, Indiana

*Bachelor of Science in Education, cum laude, English Education*

1999

Graduate of nationally-recognized "Community of Teachers" program

## **PROFESSIONAL CERTIFICATION, ASSOCIATIONS & ENDEAVORS**

- Full real estate broker licensure in the State of New York.
- Associate broker licensure in the State of New Mexico.
- Member of the Real Estate Board of New York (REBNY) and its Plaza Committee.
- Current candidate for The Counselors of Real Estate (CRE).
- Served as expert witness of commercial leasing in United State Bankruptcy Court, January 2017.
- Currently conducting independent research on what drives corporate real estate decisions with Bob Moesta (<http://www.bobmoesta.com/>), CEO of the Re-Wired Group and innovator of the Jobs to Be Done (JTBD) Method.

## **VOLUNTEER WORK**

- Chair of the Santa Fe Association of Realtors' Commercial Council from 2015-2016 and taught quarterly introductions to commercial real estate to new brokers.
- Leasing and tenant relations consultant for New Mexico School for the Arts from 2015-2018.