



### Managing Director | Korea

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### Affiliations or Memberships

The Society of Industrial and Office Realtors® (SIOR) – Office Specialist

The Counselors of Real Estate®

CoreNet Global - Hong Kong Chapter

## Robert Wilkinson, SIOR MCR CRE

MANAGING DIRECTOR

### Area of Expertise

As Managing Director of Colliers Korea, Rob is responsible for the strategic direction of the Korea business, to lead the growth and diversification initiatives and develop leadership talent. He oversees all service lines as well as shared services including investment sales, office leasing, project management, valuation and advisory, research, marketing and communications, human resources and finance.

Rob is also a member of the Colliers Asia Leadership team.

### Professional Accomplishments

- Keynote Speaker at MIPIM PropTech 2019 and WorkTech Singapore 2018
- 40-acre land disposal (Guam)
- 29-acre Industrial land acquisition (Negeri Sembilan, Malaysia)
- 675,000 sq. ft. Distribution Centre lease acquisition (Shanghai)
- 171,000 sq. ft. Grade A office lease restructure (Shanghai)
- 150,000 sq. ft. Grade A office lease renewal (Seoul)
- 39,000 sq. ft. Data Centre lease restructure (Melbourne)
- 35,000 sq. ft. Grade B office Sale (Hong Kong)
- 32,000 sq. ft. Grade A office lease acquisition (Singapore).
- 15,000 sq. ft. Grade A office lease acquisition (Tokyo)

### Business and Educational Background

An experienced real estate professional with a focus on corporate real estate transaction management and strategy consulting across the Asia Pacific Region. Rob aims to cultivate long-term client relationships and to become an expert in his clients' business needs and their internal processes. Based in Seoul, but a native of both the UK and Venezuela and with over 20 years' experience living in Asia, Rob brings to his post a diverse cultural and linguistic background as well as knowledge of Asian markets and business practices.

After graduating from the University of Nottingham with an honours degree in Management and Chinese Studies, Rob relocated to Beijing to study Mandarin at the Beijing Language and Culture University. He continues to persevere with Mandarin as well as, more recently, with Korean!

Rob is a member of the Society of Industrial and Office Realtors® (SIOR) and has been designated as an Office Specialist by the organisation, one of only a handful to have this designation in the Asia Pacific Region.

In 2021 he was invited to join the Counselors of Real Estate®.

**Robert Wilkinson**  
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## Representative Clients

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3M – APAC Portfolio Manager

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Verizon – APAC Portfolio Manager

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Nestlé – Asia, Oceania & Sub-Saharan Africa (AOA) Portfolio Manager

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Steelcase – APAC Portfolio Manager

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## Education & Qualifications

BA (Hons) Management and  
Chinese Studies - The  
University of Nottingham

Levels A, B & C Mandarin – The  
Beijing Language and Culture  
University

Master of Corporate Real  
Estate (MCR) – CoreNet Global

EAA Licensed Real Estate Agent  
in Hong Kong # S-483785

“I have been working with Rob  
Wilkinson since 2011.

Although we operate in some  
pretty challenging markets  
around the APAC Region, I  
feel as though 3M is always in  
good hands when in  
partnership with their team.  
For these reasons I would be  
happy to recommend Rob to  
any company looking for a  
partner to assist with real  
estate transactions in Asia  
Pacific”

**-Ann Orehosky**  
Real Estate Manager  
APAC  
3M

“Rob quickly became a trusted  
partner and our first point of  
contact for any real estate  
requirements in Asia Pacific.  
Rob adds significant value to  
any project thanks to his  
pragmatic intelligence and  
excellent network and  
experience in the region. In  
addition to his functional  
expertise, Rob also has all the  
human qualities of a leader. It’s  
a pleasure to work with him”

**-Jean-Baptiste Flanc**  
Real Estate Transaction Manager  
Asia, Oceania & Sub-Saharan Africa  
Nestlé