

PROFESSIONAL PROFILE



Nick Jones
EXECUTIVE DIRECTOR
 Office & Agency Services
 China

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CLIENTS REPRESENTED

- Deutsche Bank (Rreef CCT)
- Macquarie Bank
- HSBC
- Airbus Industries
- Motorola
- Man Group of Companies
- Ericsson
- SASOL
- Baker Hughes
- Bombardier
- Cummins
- Treasury Holdings
- Sama Dubai
- KPMG
- Clifford Chance
- Paul Weiss
- KCS
- UK Government
- French Government
- US Government
- Irish Government

Nick Jones is the Executive Director – Office & Agency Services, China and is based in Beijing. Nick leads teams located across CBRE's 12 offices, overseeing service delivery to major national, regional and global occupier and developer clients with single or multi-market requirements across China.

In addition, Nick works in conjunction with the Asia Transactions team, which is based in Hong Kong, leading the development of the Transaction Services platform within China, working with key business line leaders to better identify, secure and deliver latent business opportunities to our existing clients as well as developing business opportunities with new and potential clients with multi-market real estate requirements in China.

Following completion of his Masters Degree, Nick worked for four years within the surveying industry in London, prior to moving to China in 1996. From a start-up position upon his arrival in Beijing, he was instrumental for the next 14 years in leading the development of a multi-disciplinary international real estate practice offering sales, marketing, agency, investment and consultancy services to both domestic and international real estate occupiers, developers and investors in China.

He is one of Beijing's longest serving and best regarded real estate professionals and has been quoted by and had articles published within a number of local, regional and international journals, newspapers and magazines reporting on Beijing's and China's rapidly evolving real estate markets.

CLIENT	SQUARE METERS	TRANSACTION TYPE
Sama Dubai	500,000 SQM	Consultancy
Sama Dubai	250,000 SQM	Consultancy
Macquarie Bank	250,000 SQM	Consultancy
EFG	150,000 SQM	Consultancy
Deutsche Bank (Rreef CCT)	120,000 SQM	Research / Agency / Consultancy
Motorola	60,000 SQM	Lease Consultancy
SOHU.com	13,000 SQM	Project Management
KPMG	8,000 SQM	Relocation & Project Management
Baker Hughes	7,000 SQM	Lease Renewal
UK Government	4,500SQM	Relocation & Project Management
Baker Hughes	3,500 SQM	Relocation & Project Management
KCS	3,000 SQM	New Lease & Project Management
MAN Group of Companies	2,000 SQM	Relocation
SASOL	1,500 SQM	Relocation & Project Management
Motorola	1,500 SQM	Expansion & Project Management
European Union	1,500 SQM	Relocation & Project Management
Clifford Chance	1,000 SQM	Relocation & Project Management
Paul Weiss	1,000 SQM	Relocation

EDUCATION

- University of the South Bank, London, UK – BSc (Hons) Estate Management
- University of Newcastle, UK – MA Property Investment & Planning

