

## Scott Lesh

Managing Director

Integrated Portfolio Services Market Lead

### Current responsibilities

A 25-year veteran in corporate real estate, Scott Lesh leads JLL's Integrated Portfolio Services (IPS) practice for New Jersey. He represents corporate occupiers in real estate with a focus on solving complex business problems. Services he provides to his clients include portfolio strategy, labor and demographics, transaction management, lease administration, project management, facility management, workplace strategy and economic incentives.

### Recently completed HQ transaction assignments

- Allergan: 430,000 r.s.f.
- GSK: 144,000 r.s.f.
- Linde: 115,000 r.s.f.
- Mallinckrodt: 225,000 r.s.f.
- Jaguar Land Rover: 162,000 r.s.f.

### Experience

Prior to his current position, Scott served as JLL's Project and Development Services leader for New Jersey, responsible for managing 31 project management professionals, \$1 billion in annual capital spend and assignments totaling more than 5 million s.f.

Scott has also served as the Client Relationship Manager for both Interpublic Group and Verizon. During his tenure, he developed portfolio strategies and project cost metrics and determined benchmarking for global design standards. As the CRM for Deloitte from 2001 to 2008, he managed a national portfolio of 6 million s.f. and implemented innovative strategies that resulted in more than \$1 billion in rent, capital improvement and operational cost savings.

### Education and affiliations

Scott earned an M.B.A. in finance from Long Island University C.W. Post and a bachelor of architecture with an emphasis on facilities management from the State University of New York at Buffalo. He currently holds a New Jersey Real Estate Salesperson's License and is a LEED accredited professional.

Scott has received honors and awards including:

- NJ NAIOP Office Deal of the Year award for the purchase of a 500,000-r.s.f. campus on behalf of Barclays (2018)
- CoStar PowerBroker (2020 & 2017)
- JLL National Client Service Award (2014)



### Representative clients

Aetna  
Barclays  
BASF  
BCG  
Bloomberg  
Bridgewater Associates  
Brother International  
Church & Dwight  
Deloitte  
Dun & Bradstreet  
Hunter Douglas  
Lixil  
L'Oréal  
McKinsey  
Panasonic  
Pearson  
PwC  
Revlon  
Sharp  
Schindler Elevator  
York Risk Insurance