

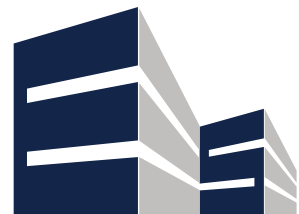
# JEFF PAPPAS

Managing Director

jeff.pappas@esmithrealty.com

o: (214) 696-4364

c: (214) 725-7802



**E SMITH**  
REALTY PARTNERS

## E SMITH REALTY PARTNERS ROLE

*As Managing Director for E Smith Realty, Jeff Pappas represents corporate clients on a national and international basis, managing their global real estate strategy through location advisory and labor market analytics. With over 22 years of experience, Jeff is vital in assisting companies in identifying, evaluating, and selecting the optimal location for their capital investments.*

## CAREER HIGHLIGHTS

- *Conducted site analysis projects in every region of the United States and Canada, as well as multiple markets within Europe, Asia, Latin America, and Africa.*
- *Widely published on site selection issues and methods, labor market analysis and economic development; recent topics include: labor market evaluation, labor force trends and emerging international BPO markets.*
- *Keynote Speaker at the Devott Global IT and Sourcing Summit 2015 in Tianjin, China.*

## PREVIOUS EXPERIENCE

- *Experience includes location analysis, economic research, financial analysis, site evaluation, real estate negotiations, strategy assessments, and marketing analysis.*
- *Negotiated over 6 million square feet of call center locations in areas that include the US, Canada, Mexico, Central and South America, the Caribbean, United Kingdom, Asia and the Philippines.*

## PROFESSIONAL AFFILIATIONS/RECOGNITION

- *Power Broker of the Year – 2010, 2011, 2012, 2013 & 2014 – D CEO Magazine*
- *Top Broker in DFW – 2014 – Dallas Business Journal*
- *Top 50 Site Consultants in the United States – 2014 – Consultant Connect*
- *Top 50 Latin America Power Ranking List – 2011 & 2012 - Nearshore Americas*

## EDUCATION

*Jeff earned a Bachelor of Behavioral Science degree in Communications from Hardin Simmons University, where he also played collegiate soccer. He is an active member and donor of the Nasher Sculpture Center, AT&T Performing Arts Center and is a major underwriter for Café Momentum in Dallas.*