



NKF senior executive team welcomes Sheinkop

January 10, 2011 - Spotlights

Newmark Knight Frank (NKF) has named Michael Sheinkop executive vice president of national brokerage and advisory services as a member of the firm's corporate management and operating committee. Sheinkop will oversee the direction of NKF's brokerage operation beyond the New York tri-state region.

"Michael is a proven leader who motivates those around him," says Newmark Knight Frank CEO Barry Gosin. "He brings passion to the job and a successful track record in brokerage and property operations. His role is essential to our long term growth plans; leading productive operations by advancing talented executives and inspiring innovation. His unique experience will enhance the strength, depth and breadth of Newmark Knight Frank's global services."

Sheinkop will manage year-over-year revenue growth and profitability, recruiting, training, establishing new service lines and practice groups, and developing best-in-class work product and processes. He will collaborate with the regional offices to create business plans, track broker revenue production and execute the proprietary mentorship program for young brokers.

"I'm excited and honored to join a world-class team," Sheinkop says. "I believe recruiting and promoting skilled, client-focused brokers is tantamount to achieving a top-notch brand and an effective business, which will translate into value for the company's clients."

Sheinkop brings 27 years of commercial real estate brokerage and ownership experience within the financial services industry, including executive management experience implementing growth initiatives for both public and private companies. Initiatives include all facets of deal negotiations for strategic opportunities, P&L responsibility, internal board and analyst community experience, and representing strategic alliance partners.

(more)

Prior to joining Newmark Knight Frank, Sheinkop spent approximately eight years with UGL Equis as the executive vice president of the U.S. brokerage operations. He presided as the principal fiduciary for the majority of brokerage hires, totaling well over 320 employees. Prior to his work with UGL Equis, Sheinkop served for more than 14 years in executive management in various capacities at Equity Office Properties (EOP) for acclaimed real estate entrepreneur Sam Zell, maintaining senior organizational and strategic responsibility for the firm's 100 million-square-foot national portfolio. As the senior vice president, divisional manager, his responsibilities included financial performance, portfolio management and operational oversight of three regions of over 42 million square feet of office portfolio in the Southeast, Midwest and Pacific regions.

Newmark Knight Frank is one of the largest independent real estate service firms in the world. Headquartered in New York, Newmark Knight Frank and London-based partner Knight Frank operate from over 220 offices in established and emerging property markets on six continents. With a combined staff of 7,300 and revenues last year exceeding \$861 million, this major force in real

estate is meeting the local and global needs of owners, tenants, investors and developers worldwide. For further information, visit www.newmarkkf.com.

###

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540