



SCG Retail welcomes Smith to its Manhattan office

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Manhattan, NY SCG Retail, a division of TSCG, based in Atlanta, has hired Geoffrey Marshall Smith, a veteran commercial real estate expert with 20 years of experience including several international projects in the Middle East and South America.

“As we come out of the pandemic,” Sam Latone, president and co-CEO of TSCG said, “We see tremendous opportunity for our clients, and Geoff is an important addition to our team. He brings significant large-scale development leasing experience as well as strong ties to fashion and luxury brand tenants, both domestic and abroad.”

“We’re very excited about Geoff joining our New York City team,” said Jeff Pandolfo, SVP/managing director of leasing for TSCG/SCG-Retail. “He brings strong landlord, developer and tenant experience to our group, and his international network will bring great value to projects we represent throughout the metro area.”

Smith was the head of leasing for the Mall of Qatar, the country’s flagship destination shopping and entertainment center. He was responsible for pre-leasing and leasing of the entire center completing leases for 110 food & beverage outlets, family entertainment retailers, as well as a full range of retail shops & kiosks, including La Duree, Bulgari and Valentino.

Smith was also a consultant on the Megapolis Hard Rock Hotel and Convention Center in Panama City, Panama. Smith led the redevelopment and repositioning of this 650,000 s/f project which included department stores, a casino, and entertainment concepts, as well as 300 retail units.

During the pandemic, Smith was working coast-to-coast, helping clients navigate the uncertainty. “I worked closely with landlords and tenants,” says Smith, “keeping discussions going even during the darkest days. Now, that work is paying off, and many of those deals are back on.”

Smith earned his BA from the University of Southern California and his Masters in Real Estate Finance and Investment/Global Development at the NYU Schack Real Estate Institute. He will be working out of SCG Retail/TSCG’s Manhattan office.

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