



ZACK MARTINEZ

Investment & Tenant Representation Brokerage
Associate

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PARTIAL CLIENT LIST

- ▶ Auto Body of Murrieta
- ▶ Brennan Investment Group
- ▶ Ernest Packing Solutions
- ▶ Evertex Computer Corporation
- ▶ Help U Buy, LLC
- ▶ JHM Studios
- ▶ Letizia Family Trust
- ▶ Nikkiso America
- ▶ Peak Physical Therapy
- ▶ Paladin Power
- ▶ Sky Chefs
- ▶ SoftIron, Inc
- ▶ Spinergy

PROFILE

Zack Martinez is an Associate with the Lee and Associates – North San Diego County Office in Carlsbad. Zack joined Kelly Nicholls on her team, focusing on Industrial and Office tenant representation, as well as sales and leasing. Zack focuses on the team's marketing efforts, market research, property identification, creating financial models, prospecting and database management. He has experience finding and negotiating Real Estate transactions in 6 states and has assisted his clients with build-to-suits, sale-lease-backs, facility relocation, subleases and strategic planning.

EXPERIENCE

Jan 2019 – Present

Associate – Lee and Associates, Carlsbad, CA

- Used CoStar to research availability, build market reports, and contact ownership/the owner's representation about available properties in multiple markets.
- Learned and Analyzed the San Diego Commercial Real Estate Markets
- Manage deal flow while teammate is traveling with clients.
- Create financial models to project what clients can expect to pay throughout lease terms.
- Researched Title and Ownership of properties.
- Built databases for specific projects
- Business Development.

2016-2018

Head of Business Development and Email Coordinator – Hype Media Group, Long Beach, CA

- Helped start the outbound Sale Team
- Sales Team Administrator – Made sure team set and reached goals regularly. Ensured they had all resources needed to be successful and held them accountable for all goals.
- Managed Clients Websites and creative content.
- Email Coordinator – Managed the creative and made sure email blasts reached the right audiences for each auto dealership he oversaw.

Notable Transactions Include:

- Ernest Packaging Solutions – (10 Assignments) 581,523 SF Leases
- Evertex Computer Corporation – 160,500 SF Sale
- Evertex Computer Corporation – 36,910 SF Lease
- SoftIron, Inc – 6,500 SF Lease
- Spinergy, Inc – 21,800 SF Lease

EDUCATION

- Pepperdine University – Bachelor of Arts in Advertising and Marketing with an emphasis in Business Administration.
- State of California Real Estate License

COMMUNITY INVOLVEMENT

- Licensed CA Real Estate Agent: Lic. #02077231
- NAIOP
- ULI
- TEAM Encinitas Coastal
- Sigma Chi Fraternity Alumni.



LOCAL EXPERTISE. INTERNATIONAL REACH. WORLD CLASS.