

Nicholas J. Ohl

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CAREER SUMMARY

- Ability to successfully manage multiple projects to completion
- Strong work ethic and proven success in networking and business development
- Ability to be successful in a fast-paced, high-growth environment
- A seasoned, well-respected, and dynamic real estate professional
- Instrumental in leasing Arnold Commons shopping center, a 300,000 square foot Dierberg's and Lowe's-anchored development in Arnold, Missouri, achieving 98% occupancy

WORK EXPERIENCE

Real Estate Manager

2018 – 2020

Great Clips, Inc. Minneapolis, MN

- Responsible for the strategic market planning as well as timely procurement, site selection, evaluation and approval of all Great Clips real estate covering 10 States and 37 markets throughout the Midwest
- Accountable for the management of a team of regional broker and landlord relationships
- Successfully completed deals in NE, MO, KS, IA, IL, ND, SD, MN, WI, AND KY
- Responsible for 25 deals annually
- Managed a team of 7 regional brokers, as well as 3 direct reports in the corporate office
- Developed and maintained relationships with landlords, developers, and brokers nationwide

Leasing Representative

2015 – 2018

The DESCO Group St. Louis, MO

- Responsible for all leasing activities for 20 Schnucks grocery anchored shopping centers, totaling more than 2 million square feet
- Lead leasing and sales effort for Knoxville Crossing, a Schnucks grocery anchored development in Peoria, IL that recently sold at a strong cap rate
- Managed a variety of real estate transactions, including outparcel sale, ground lease, and build-to-suit scenarios with regional and national retailers
- Coordinated multi-departmental team for the redevelopment of a 25,000 square foot former Sears space into a HomeGoods and MOD Pizza

Leasing Representative

2013 – 2015

Bianco Properties, St. Louis, MO

- Led the leasing department for the St. Louis portfolio of 15 retail shopping centers and industrial properties totaling 2 million square feet
- Successfully maximized the value of our assets as an equity partner
- Responsible for all new leases and tenant renewals in the portfolio

Leasing Representative

2011 – 2012

Cullinan Properties, St. Louis, MO

- Responsible for the retail leasing at Streets of St. Charles, a 1.5 million square foot mixed-use development in St. Charles, MO

Leasing Representative

2007 – 2011

THF Realty, St. Louis, MO

- Responsible for all leasing activities for 20 developments in 5 states totaling more than 4 million square feet of retail space and out-lot parcels, including Tiger Town shopping center; a 900,000 square foot Target and Home Depot-anchored development in Opelika, Alabama
- Daily activities included continuous analysis and evaluation of economics on all transactions, marketing properties, lease negotiations, construction management, market research, and tenant renewals
- Facilitated construction management by reviewing and approving architectural drawings, working closely with general contractors to meet deadlines, and attending municipal planning and zoning meetings
- Responsible for budgeting and analyzing annual rent roll information for 20 properties in the THF portfolio, which consisted of over 100 shopping centers in 20 states, and annual revenue in excess of \$150 million

EDUCATION

B.S. Psychology, St. Louis University, St. Louis, Missouri, 2006 Dean's List

AFFILIATIONS

- Missouri Real Estate Salesperson License
- International Council of Shopping Centers
- Minnesota Shopping Center Association
- Urban Land Institute Minnesota
- NCAA College Hockey at St. Mary's University of Minnesota