



Don Boos, Vice President
Account Director, JLL – T. Rowe Price

Current responsibilities

Mr. Boos is a real estate manager with solid experience across multiple business environments. He combines strategic and tactical expertise with strong qualifications in real estate and finance. He has a record of capturing cost reduction through process redesign, opportunity identification, and performance management. His key strengths include: Financial Analysis, Modeling, and Planning; Mergers and Corporate Integration; Strategic and Tactical Business Planning; Real Estate Sale and Lease Agreements; Cost Containment and Financial Management; and Contract Assessment and Development. He is skilled at partnering with Finance, Sourcing, and core business operations to provide highly productive cross enterprise alliances.

Mr. Boos joined JLL in Dec. 2012 as Vice President/Sourcing Director on the Verizon Account, responsible for delivering cost effective and high quality services. In 2014, he became Vice President/Director of Corporate Services on the Verizon Account, expanding his responsibilities to include Business Process, Performance, Communications, Governance, Compliance, Strategic Sourcing, and Technology/Systems. In 3rd Qtr. 2014 Don began work on the United Technologies Account identifying and driving cost savings initiatives as well as designing an Innovation Program for the account. In addition to his work on the United Technologies Account, in January 2015 Don became the Account Director for the T. Rowe Price Account where he is successfully growing the business.

Experience

Prior to joining JLL, Mr. Boos led Strategic Partnerships for Verizon Services Organizations Corporate Real Estate group, where he was responsible for facilities contract management and governance throughout the United States for approximately 110 million square feet. His career at Verizon spanned 34 years. He held positions in numerous aspects of real estate, including Finance, Human Resources, and all facets of Facilities Operations.

His Operations experience included critical facilities for Verizon Telecom across the United States. Additionally, as a Business Operations Manager responsible for Executive Directors Northeast, Mid-Atlantic and International operations support, he: prepositioned and challenged Directors to ensure

enhanced communication; stream-lined requests for data from field organizations; and challenged and partnered with key stakeholders to improve processes.

Education and affiliations

Mr. Boos holds a B.S. in Facilities Management and A.A.S. in Air Conditioning Engineering from the State University of New York at Farmingdale in Farmingdale, NY. He also holds BOMI – Real Property Administrator (RPA) and Facilities Management Administrator (FMA) designations, and has had Executive Leadership Training at both the Wharton School of the University of Pennsylvania and Duke University. Additionally, he is an Adjunct Professor at the State University of New York at Farmingdale, teaching multiple courses in the Facilities Management B.A. Program for the last 33 years.

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