

PROFESSIONAL PROFILE

GARDNER KING

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SPECIALTY

Commercial sales and leasing associate with Thalhimer specializing in industrial and investment properties

CAREER SUMMARY

Gardner King blends 25 years of commercial real estate experience with his strengths in sales and marketing. Having established investment properties as his professional focus, his personal goal is fairness to all concerned. Mr. King has consulted in the areas of business development and management, helping companies generate increased revenues through initiatives in business development, sales and marketing, change management, and process reengineering. Although his dominant experience is in the advertising industry, he has also worked with companies in the real estate, legal, manufacturing and governmental sectors. Mr. King possesses strong skills in business development, real estate negotiations, sales and marketing, and promotions combined with a knowledge of consumer trends, the dynamics of consumer buying behavior, and the use of mass media to influence consumer spending. The ability to translate a commitment to the good of all concerned into creative strategies and workable tactics to achieve specific goals is a professional trademark. To all endeavors, Mr. King brings unassailable integrity.

INDUSTRY ACHIEVEMENTS

Mr. King led Adams Outdoor Advertising Company as General Manager. The company had just been acquired by the fourth-largest outdoor advertising company in the world and required leadership, vision and extensive reengineering to turn around declining performance. Facing a highly volatile market and a diminishing pool of outdoor advertising properties industry-wide, Mr. King was able to achieve sustainable growth in profits and significantly increase the value of corporate assets. He worked at the strategic level to define the changes that needed to take place to grow the company. He then developed across-the-board initiatives in the real estate department, operations, sales and marketing, human resources, IT, regulatory affairs, and corporate public service. Mr. King successfully maintained a strong focus on growing revenue and profits and increasing customer acquisition and retention. The cornerstone of this success was his ability to mobilize teams into high-performance units driving the company's growth across every corporate function. Mr. King has represented a range of companies and industries as a lobbyist at both the state and Federal levels. He has also helped Fortune 86/500 clients navigate governmental roadmaps to develop increased business with Federal agencies. Earlier experience included ownership of a general contracting business, founding an outdoor advertising company from the "ground up", and moving through positions in account management, sales, and plant management with an outdoor advertising company.

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Mr. King achieved the Commercial Real Estate Council's "Rookie of the Year" Award in 2005. He has also achieved the Commercial Real Estate Council's "Silver" Award with over five million in production working with national as well as small clientele to achieve their real estate objectives.

COMMUNITY INVOLVEMENT

Mr. King has served on Chesapeake Rotary, Chesapeake Hospital Foundation Board, Crime Line, Recovery for the City, and OAAV. Known as a leader in his field and community, he has been asked to bring his leadership skills, management perspective, and vision to a range of enterprises. He is particularly valued for his ability to grasp complex issues quickly and articulate them in a concise manner, skills honed during his work as a lobbyist.