

# Professional Profile



## **SUSAN F. JONES**

Senior Vice President  
Retail Brokerage

### **CURRENT RESPONSIBILITIES**

Susan provides clients with services for purchasing/selling, developing, site selection and leasing of retail properties, as well as tenant representation. In addition, Susan is a member of the Board of Directors of Grubb & Ellis|Harrison & Bates.

### **CAREER SUMMARY**

Susan's career began in 1985 when she joined Faison & Associates in the Richmond, Virginia office in the developing and leasing of the James Center, a mixed-use commercial real estate development located in the central business district. In 1988 she joined Lingerfelt Development Corporation where she was involved in the development and project management of health care facilities in the Mid-Atlantic region. From 1990 to 1992 Susan worked in the Real Estate Asset Management department of Investors Savings Bank managing a portfolio of non-performing loans and foreclosed commercial real estate. Susan then spent five years with the Heilig-Meyers Company, a Fortune 500 home furnishings retailer. There she specialized in land development, site selection and lease negotiation and was responsible for directing a portfolio of over 1,400 leased properties totaling 30 million square feet of retail space. Prior to joining Grubb & Ellis|Harrison & Bates in 2001, Susan was Director of Retail Brokerage at Dominion Commercial Realty for three years.

### **EDUCATION**

Susan is a graduate of Virginia Polytechnic Institute and State University.

### **PROFESSIONAL AFFILIATIONS / AWARDS / RECOGNITION**

Susan is a member of the Greater Richmond Association of Commercial Real Estate (GRACRE), CREW Network, and International Council of Shopping Centers (ICSC), where she has served on the Southern Virginia Planning Committee since 2003, and has been serving as the Southern Virginia ICSC State Director since 2009. She was named one of CREW Richmond's 2010 Top 20 Women in Commercial Real Estate.

### **CLIENTS/CUSTOMERS SERVED**

- Ben Franklin Crafts
- Benjamin Moore Decorating Centers
- Car Pool
- Edward Jones Investments
- H&R Block
- Little Caesars
- National Vision Centers
- Prudential Real Estate Investors
- Sonic Drive-In
- Toys "R" Us
- Verizon Wireless

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