



Richard Shames

Vice President
New York

Professional Experience

Richard Shames joins the New York office of Cresa as a Vice President, specializing in commercial occupier representation. His focus is to provide occupier advisory services and be responsible for business development throughout the New York City market. He combines his real estate and sales experience with his passion for the NYC commercial market to best meet his clients needs.

Prior to Cresa, Richard began his career learning the skills of negotiation by helping companies win settlements as part of the Deepwater Horizon settlement program for WPI Recovery Professionals. As a Sales Manager, Rich oversaw a team of sales reps and was a top account executive personally in charge of the acquisition of Top brand name companies and Fortune 1000 brands around the world.

After WPI, Rich worked as an Associate Director at Coldwell Banker Commercial Advisors, where he focused on applying his experiences to support client needs as an occupier advisor.

Education

Richard received a Bachelor of Arts degree from University of Hartford.

Contact

212.758.3131 main
212.687.1939 direct
rshames@cresa.com