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## **Marks and Andre join JLL brokerage team**

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Boston, MA JLL bolstered its brokerage team with the hiring of two industry veterans with industrial investor and occupier relationships expertise. Rachel Marks is joining as managing director, and Chelsea Andre as vice president—both come to JLL from CBRE. Marks will join Joe Fabiano and Mike Ciummei to lead the JLL Boston industrial leasing team.

“Industrial activity in Greater Boston and the entire New England region is quickly evolving,” said Matt Daniels, New England brokerage lead at JLL. “Having Rachel and Chelsea join our team will solidify JLL’s position as a market leader. With their expertise, we are well-positioned to deliver the most comprehensive industrial real estate brokerage services.”

“Clients operating in today’s dynamic commercial real estate market require brokers who know how to navigate through new challenges,” said Jim Tierney, executive director of JLL’s New England business. “We could not be more excited to have these exceptional professionals join our team. Together, they have achieved tremendous success for their clients. We are very lucky to have them join our team and look forward to leveraging their expertise.”

Marks brings more than 13 years of experience in industrial real estate, most recently serving as senior vice president and Greater Boston industrial practice leader at CBRE. Her expertise lies in complex financial analysis and the effective management of multifaceted acquisitions, dispositions, and developments. She has been involved in the sale or lease of more than 100 million s/f, including some of the most notable industrial transactions in the market over the last dozen years.

Andre comes to JLL with almost a decade of real estate and consulting experience. Previously, she worked at CBRE, where she was a senior associate on the advisory & transaction services team. In that role, she provided transaction management on multi-market tenant projects and assisted with research, data collection, business development, and financial analysis. Prior to CBRE, Chelsea was at Denneen & Company, a boutique growth-strategy consulting firm.

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