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## **Richards joins JLL as a senior managing director focused on life sciences in Boston**

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Robert Richards

Boston, MA According to JLL, Robert Richards is joining the company as a senior managing director in its New England market. As an established leader in commercial real estate across the city and New England, Richards' talents and expertise will strengthen and expand the market-leading JLL leasing team. He will continue to have a focus on life sciences, health care, and portfolio advisory work in New England and nationally.

"The state of commercial real estate today requires bold, strategic, and experienced leaders that understand the industry and can navigate a changing market," said Jim Tierney, New England region lead at JLL. "Bob Richards' unparalleled track record of success as a leader in life sciences, health care, institutional markets, and beyond will be invaluable in helping JLL advise our clients in this evolving market. We're excited to welcome Bob to our team."

Richards most recently served as a member of the Cushman & Wakefield global advisory board, leading the Cambridge/urban team, and headed the life science and healthcare practice groups.

"Landlords and tenants are continuing to assess and make decisions on innovative assets that provide both lab and office space in a region that is quickly evolving, making the role of experienced commercial real estate leaders ever vital," said Matt Daniels, New England brokerage lead at JLL.

"That's why our team is eager to have Bob's expertise to strengthen our life sciences efforts and more, all while meeting the critical needs of both landlords and tenants today and serving as a mentor and team player for the entire JLL team."

"I am thrilled to join the JLL team – a team that is deeply invested not only in its platform and strong footprint in the market but also a culture that deeply values its people and those it serves," said Richards. "I look forward to bringing my experience and insights to the JLL team to build on their existing efforts in New England."

Throughout his career in commercial real estate, Richards has specialized in life science and advisory work representing clients such as Bristol Myers Squibb, Pfizer, Moderna, Dana Farber Cancer Institute, Harvard Medical School, Harvard University, the Wyss Institute and many others. Bob is well known in the industry for providing exceptional client service and especially his thoughtful strategic advice. Richards has won numerous awards, including the Commercial Brokers Association McCall Leadership Award as well as several Life Science Deal of the Year awards.

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