



**Richard Goski**

Vice President

NAI DiLeo-Bram & Co.

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## Scope of Responsibilities

Recruited from Coldwell Banker Commercial, Richard joined the NAI DiLeo-Bram team in 2011 to further enhance his ability to service his clients on a local, national and international level. Rich focuses on providing exclusive client representation services in the industrial and office markets in Northern and Central New Jersey. Both on the landlord/seller or tenant/buyer side, Rich's experience in acquisitions and dispositions coupled with an in-depth knowledge of the market, enables him to advise clients of all sizes in their corporate real estate decisions. During his younger years, Rich worked at his family-owned trucking company (Goski Trucking established in 1929) where he gained a "ground roots" education and invaluable experience in management, transportation and logistics operations. Upon graduating from Seton Hall University with a degree in Finance and Economics, Rich went to work on Wall Street for E.F. Hutton and shortly thereafter was recruited to work at United States Lines Shipping company as District Sales Manager of New Jersey. While at United States Lines, Rich was responsible for recruiting new business and maintaining existing accounts of local import companies who brought in goods from the Far East. These combined early work experiences provided Rich with an in depth insight and understanding of the transportation and warehousing industry in and around international ports and most specifically the NJ/NY metro area. With a strong entrepreneurial mindset, Rich went on to establish two of his own companies, which he managed for over 25 years. Rich's experience in running his own companies has further enhanced his ability to relate on a more personal level, and down to minute details on issues which many of his clients value and appreciate. He takes great pride in helping his clients effectively search for, evaluate, negotiate and secure the best terms for their businesses. Over the last several years, Rich has been activity involved in selling environmentally contaminated properties. He has gained an immense amount of insight into the remediation process, which has assisted him in representing owners and developers in the process of converting contaminated industrial sites into redevelopment projects such as with his 4.5-acre potential "Transit Village" Redevelopment site in Garwood, NJ. Rich also represents his clients in the acquisitions, leasing and dispositions of office space and buildings along with his partner and daughter, Catherine Goski, who joined him in January 2013. They recently sold an office building in Summit, New Jersey to a local law firm that they exclusively represented and brought a regional bank into their home town for a new branch site on a piece of land that they listed. Rich and Catherine are aiming to grow their business to include more exclusive representation assignments with international companies and are planning to expand their team to include agents that are bi-lingual so that they can accommodate more of their larger national clients that operate throughout the world. NAI's Global reach, and over 400 offices in 55 countries, offers the perfect platform to accommodate their expansion goals.

## Background & Experience

Background and Experience • 2011 - Present NAI DiLeo-Bram & Co., Piscataway, NJ • 2008 - 2010 Coldwell Banker Commercial, Union, NJ • 2004 - 2008 Residential & Commercial Mortgage Industry – Principal of Apex Lending • 1987 - 2004 Marketing Service, Clark, NJ – President of Marketing Company • 1985 - 1987 Brown Fowler Commercial Real Estate, Summit, NJ • 1983 - 1985 United States Lines – Far East Imports District Manager, Cranford, NJ HQ • 1981 - 1983 E.F. Hutton – Personal Financial Management Account Manager

## Professional Affiliations & Designations

Professional Affiliations • Cranford Chamber of Commerce • Westfield Chamber of Commerce

## Educational Background

Seton Hall University, South Orange, NJ, 1981 - (BSBA) Business Finance Degree, Minor in Economics

## Significant Transactions

Richard has recently closed several successful lease transactions in Union & Morris counties.