

**Joan Cenicola**

Vice President

NAI James E. Hanson HQ

+1 201 478 7356

19088127686

jcenicola@naihanson.com

Scope of Responsibilities

Joan Cenicola has extensive lease negotiations and interpretation skills with a broad-based background of development, management and marketing. She collectively managed a 180-property real estate portfolio. She is directly responsible for tenant relations, lease negotiations and site development of over 150 properties for bank branches throughout New Jersey. Joan also developed marketing strategies from development through completion for all real estate related activities. She's instrumental in developing highly diversified management studies to improve accountability, resulting in long-term cost savings and in-depth experience in contract negotiations for new construction, renovations and maintenance.

Background & Experience

Hudson United Bank - Vice President, Director of General Services
National Community Bank of New Jersey -First Vice President, General Services Division
Collectively managed 180 properties, \$300 million dollar real estate portfolio, with an operating budget in excess of \$5 million dollars. Directly responsible for all tenant relations and lease negotiations. Instrumental in developing highly diversified management studies to improve accountability, resulting in long-term cost savings. In-depth experience in contract negotiations for new construction, renovations and maintenance. Preparation of capital expenditure budgets. Budget development of all real estate related activities.

Professional Affiliations & Designations

CREW NJ (Commercial Real Estate Women of New Jersey) NJAR (NJ Association of Realtors) NAR (National Association of Realtors) Commerce & Industry Association ICSC (International Council of Shopping Centers)
Board Member of Sammy's Hope

Educational Background

Middlesex County College, Edison, NJ Institute of Culinary Education, Culinary Arts, New York, NY

Significant Transactions

Real estate representatives for Wells Fargo Bank in several counties in NJ