

# PROFESSIONAL PROFILE



Lester E. Osborn, CCIM, SIOR  
Principal  
Industrial Specialist  
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Partial Client List:  
Great Dane  
Knight Transportation  
CC Industries  
FedEx Freight  
North American Terminals  
AAA Cooper Transportation  
Southeastern Freight  
Britax USA  
Weston, Inc.  
Pike Electric

## Business Experience

Lester started his commercial real estate career in 1990 after enjoying seven years in the trucking business with McLean Trucking Company and Southeastern Freight Lines. In 1993, after successfully completing three years as an industrial specialist, Lester co-founded Piedmont Properties / COFAC International. By capitalizing on his relationships in the transportation business, Lester has excelled in serving transportation companies with their real estate needs throughout the southeast while continuing to work closely with local warehouse and distribution clients.

## Education

BSBA Degree in Marketing - East Carolina University, 1982  
CCIM Designation as issued by Commercial Investment Real Estate Institute, 1995  
SIOR Designation as issued by Society of Industrial & Office Realtors, 1996

## Affiliations

YMCA Board of Directors, 1998 - Present  
Past Patron Division Chairman - Community Outreach  
Past Events Chairman - Community Outreach  
Mind Body Spirit Award winner  
Society of Industrial & Office Realtors (SIOR)  
Current Member of Retention Committee  
New Member Committee, 2001 - 2010  
Past Professional Standards Committee  
Past Carolinas Chapter Admission Committee  
CORFAC International  
Board of Directors, 1999 - 2008  
Past Referrals Committee  
Membership Committee  
North Carolina CCIM Chapter  
Charlotte Regional Commercial Board of Realtors  
National Association of Realtors  
Carolinas Chapter of SIOR

## Licenses

North Carolina                      South Carolina  
Georgia                                  Virginia

## Awards

2010 Silver Deal Maker Award  
2009 Silver Deal Maker Award

