



PAUL L. PICCIANI

Senior Vice President, Shareholder

Paul Picciani joined Kidder Mathews in 2009 from a local San Francisco firm, Pacific Union Commercial Brokerage. His practice has always had a 100% focus on effective tenant representation; his strong performance for clients has resulted in virtually all of his production coming from client referrals.

Prior to his commercial real estate career, Paul's work in sales & sales management with both privately-held and publicly-traded companies ranging from fresh fruit distribution to manufacturing to software provided a depth of experience that gives him the context to understand how a client's business is related to its real estate, and what strategies to employ so as to achieve the best possible economics for both.

EDUCATION

BA from University of Connecticut; One year at University of Essex, UK

BA Harvard Program on Negotiation

BA Dale Carnegie Training Courses - Public speaking/Communication, Sales/Negotiation, Management/Leadership

ADDITIONAL CLIENTS

- Marketron
- New Door Ventures
- Nonprofit Finance Fund
- PHOTON Publishing
- Pipeline Healthcare
- Rails-To-Trails Conservancy
- San Francisco Child Abuse Prevention Center
- SeaWeb
- SHIFT Communications
- SingleStop USA
- Tipping Point Community

SELECT CLIENT LIST

- AK Capital
- Anderson Staffing
- Barbarian Group
- Code for America
- Compass Family Services
- Flagstar Bank
- FORD Models
- Galiam Capital Management
- Greystripe
- Hands-On Mobile
- Hood & Strong LLP
- Jackson Square Dentistry
- KIPP Bay Area Schools
- Law Offices of Alcantar & Kahl
- Law Offices of Brent Coon & Associates
- Limos.com



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