

JEFF KERSHAW

Partner, Shopping Centres International Ltd.



Jeff Kershaw SCSM

Shopping Centres International Ltd.

Moscow, Russia

Tel: +7 903 152 2654

jeff.kershaw@shoppingcentresint.com

Notable Clients

- Ivanhoe Cambridge
- Real
- Europolis
- OST Group
- Suvar-Kazan
- AORI
- Jamilco
- Stockmann
- Uniret
- Auchan Group
- IKEA
- Moneks Trading
- Africa Israel
- Astana Group
- LaCoste
- Rising Star Media
- Lotte Group
- Samsung
- OBI
- Rusdel
- EBRD
- Lensmaster
- Modium Group

RESPONSIBILITIES

Jeff is a founding partner of Shopping Centres International Ltd. He specializes in development consulting, agency services including tenant representation and the acquisition, sale and development funding of shopping centre investments. Jeff Kershaw was previously Head of Retail and a Senior Director at CB Richard Ellis, where he worked for 5 years, and was responsible for the Retail team.

PROFESSIONAL EXPERIENCE

Mr. Kershaw's career began with The Hahn Company in San Diego where he was involved in shopping center operations management. Mr. Kershaw has over 20 years experience in retail real estate having worked for such notable real estate companies in the US such as Lend Lease, Jones Lang LaSalle and Equitable Real Estate. Immediately prior to joining Noble Gibbons in 2003 he was the General Manager of the recently developed IKEA/Mega shopping center in Moscow. Prior to his arriving in Moscow, Mr. Kershaw served as a regional manager managing a portfolio of 32 shopping centers on the west coast in California and Arizona, where he provided development, asset management and retail brokerage services as well as property management for entrepreneurial clients including redeveloping older second generation retail assets to improve their value and market position. He has provided extensive retail investment, asset management, property management, brokerage and development services to numerous clients including, Teacher's Pension Fund, Equitable Life Assurance, Oregon and Washington State Pension Funds and Northwestern Mutual as well as private investors & occupiers. Mr. Kershaw has spoken on real estate issues at a number of conferences and his opinion regarding the emerging Russian retail market has been published in Commercial Real Estate, Vesti, The Moscow Times, and ICSC's Shopping Centers Today as well as appearances on CNN and Deutsche Welle.

PROFESSIONAL AFFILIATIONS & QUALIFICATIONS

SCSM – ICSC Senior Certified Shopping Center Manager

Member of the International Council of Shopping Centers (ICSC) since 1991

ICSC Involvement includes training and speaking at national, regional and local ICSC events.