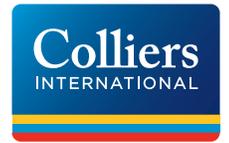




## Nick Goddard, CCIM

SENIOR VICE PRESIDENT- TENANT STRATEGY  
Silicon Valley



[nick.goddard@colliers.com](mailto:nick.goddard@colliers.com)

### EDUCATION

Bachelor of Science,  
Management - Menlo College

### AFFILIATIONS OR MEMBERSHIPS

Royal Institute of Chartered  
Surveyors

Association of Silicon Valley  
Brokers, Member

CCIM

San Jose Downtown  
Association, Member

### CONTACT DETAILS

DIR +1 408 282 3858

FX +1 408 283 2549

CA License No. 01164466

Colliers International  
450 West Santa Clara Street  
San Jose, CA 95113  
oFc +1 408 282 3800  
FAX +1 408 292 8100

[www.colliers.com/sanjose](http://www.colliers.com/sanjose)

*"It is essential for a company's real estate strategy to act as rocket fuel to the business plan, not an anchor."*

That's Nick Goddard's prime objective with every client. He appreciates the critical nature of that philosophy from personal experience – he's been there and he understands the enormous positive impact created by having a comprehensive real estate strategy in place. By asking the right questions and partnering at the C-level to define a long-term real estate plan aligned with the company's planned growth trajectory, he becomes a trusted advisor and peer in helping clients challenge assumptions and enhance immediate and future business development.

As Senior Vice President -Tenant Strategies with Colliers International, Nick works closely with executive leadership teams to ensure their strategic planning includes connecting healthy business growth objectives with flexible, quality space that meets their needs and meshes well with their culture, hiring initiatives, and future positioning in the market. Real estate has become a key component in winning today's "war for talent" and Nick's ability to align real estate planning with recruitment strategy gives businesses a leading-edge weapon in winning that war. A veteran of several startups where he saw growth plans complicated by real estate issues, Nick has a deep understanding of how a building can reflect the core values of a company and impact recruitment of top talent.

Nick brings exceptional knowledge, awareness, and commitment to every transaction. He has managed multimillion-dollar transactions in the US, Europe, Asia, and maintains a strong network of industry contacts in Silicon Valley and around the world. A dealmaker who "plays to win", Nick is consistently ranked at the top of the leader board, earning President's Club every year and is recognized by Costar Group as a Silicon Valley Power Broker.

Prior to joining Colliers in 2006, Nick was President of Tandoori Oven, Inc., a highly successful restaurant startup that defined a new concept and standard in casual dining by leveraging social media to source customers. Nick founded and built the company into multiple units before profitably selling it a private equity group less than two years later.

Before that, he spent four years as Director of Business Development of Webex, a pre-IPO startup where he defined a new business model and built a 3rd party integration sales channel with industry leaders like Salesforce.com and SAP, growing sales from \$20 million to more than \$300 million. Early in his career, Nick held business development management roles with Plantronics and Cornish & Carey, where he far exceeded revenue objectives, unseated entrenched competitors, and earned top honors as a performer. He began his career as CEO and Managing Director of AMG Office Technology in the UK, a company he launched and sold while still in his twenties.

Nick earned a Bachelor of Science in Management from Menlo College in 1999. He is Director of the Los Gatos Education Foundation and is a member of the British American Business Council, The Royal Institute of Chartered Surveyors, the Association of Silicon Valley Brokers, the San Jose Downtown Association, and CCIM (Certified Commercial Investment Member).and represents Colliers at the Silicon Valley Leadership Group.

Nick's competitive nature extends to the athletic arena. He is an active triathlete and 4-time Ironman competition finisher. Married with two kids and actively involved in local school funding.