



LIGHTLE BECKNER ROBISON

◀ INCORPORATED ▶

COMMERCIAL REAL ESTATE SERVICES

Leaders By Performance



Jeffery T. Robison, Partner Retail Properties

PROFESSION:

Jeff handles all aspects of commercial real estate services in the retail property arena with Lightle Beckner Robison, Inc., Melbourne, FL. Some of these services include Tenant Representation, Landlord Representation, Build to Suit, Development, Re-Development, Site Identification, Investment Sales, Project Consulting and Multi-family Properties.

Prior to joining Lightle Beckner Robison, Inc., Jeff was very successful in vacant residential land and small investment property sales throughout Brevard County.

Jeff spent over 15 years in the pharmaceutical industry with Searle, Pharmacia & Upjohn and Pfizer. The focus of those fifteen years was in sales management, corporate development, training and sales. In the Pharmaceutical industry Jeff was responsible for the launch and management of blockbuster products such as Celebrex and Ambien. As Area Manager, Jeff managed the sales of 10 territories with total sales in excess of 100 million per year with a marketing budget of \$500,000.00 per year. Jeff was also responsible for training and development of 1500 sales representatives, this included product training, territory management and professional development. During these fifteen years in all positions he maintained sales growth and market share in the top 20% of the company.

Native Floridian born and raised in Palm Beach County, married for sixteen years and has three beautiful children.

Education

- ◆ Palm Beach Atlantic University – B.A. in Biblical Studies
 - ◇ Presidents List
 - ◇ Elected Whose Who Among American Colleges and Universities
 - ◇ Director of Campus Ministries
- ◆ Organizational Development and Sales Training Certifications
- ◆ Marketing Task Force
- ◆ Training Consultant

Organizations

- ◆ Melbourne/Palm Bay Area Chamber of Commerce
- ◆ International Council of Shopping Centers
- ◆ Retailer One on One