



## John M. Wagner

As a Sales Associate, John Wagner is a valuable member of the Chartwell Group selling team. John specializes in the sale and leasing of industrial properties, as well as build-to-suit projects. John excels in this area of expertise because his selling strengths come from a strong work ethic and dedication to his clients.

John has an in-depth understanding of the Northeast Ohio market having grown up and worked in the Cleveland area. This knowledge helps in analyzing his clients' needs for industrial space and knowing which buildings will suit them.

Prior to joining Chartwell Group, John was employed by the Sherwin-Williams Company for 11 years. While there, he sold coatings and consulted with industrial property owners to help maintain and preserve their property values.

John graduated from Hartwick College with a Bachelor of Arts degree. During college, John completed an internship studying the historic buildings in Cleveland's Historic Warehouse District.

### AREAS OF EXPERTISE

- Industrial/Commercial Sales and Leasing
- Build-to-Suit Transactions
- Site Acquisitions
- Industrial Site Selection
- Investment Analysis and Sales
- Land Assemblage & Development
- Zoning Issues and Solutions



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