



Andrew C. Ferguson



SENIOR VICE PRESIDENT / CORPORATE SOLUTIONS
RICHMOND, VIRGINIA
andrew.ferguson@harrison-bates.com

EDUCATION / QUALIFICATIONS

- Virginia Commonwealth University
- BS in Business Administration and Management
- Licensed in the State of Virginia

AFFILIATIONS / MEMBERSHIPS

- Virginia Squash Association - BOD
- Westwood Club - BOD
- IAMC
- The Healing Place of Richmond, VA
- St. Stephen's Church

CURRENT ROLE

Andrew Ferguson is a Senior Vice President of Corporate Services at Harrison & Bates | Richmond & Norfolk and is responsible for the growth, development and implementation of the Corporate Services platform into large to medium size corporate clients. Andrew advises national and global clients on portfolio optimization and strategies and creates customized real estate solutions to meet their real estate and business objectives. Working to understand clients' business provides the basis for the implementation of a well-planned, customized real estate strategy utilizing the integration of Colliers International's multiple services lines: Account Management; Transaction Management; Project Management; Lease Administration; Advisory Services (technology and innovation); Corporate Finance and Facilities Management.

EXPERIENCE

Andrew is an 18-year industry veteran in commercial and corporate real estate, which includes experience on both the brokerage and corporate management sides of the business. As an account manager, Andrew has a strong background in global multi market industrial/distribution, office transaction execution and management. He has represented several globally recognized companies including ATCO Group (Global Utility), Magna International, Wolseley, Bridgestone Firestone, Best Foods, McGuire Woods, etc., completing complex transactions on behalf of clients in every global region. Currently representing clients on active projects in North America, Australia, Mexico and the United Kingdom.

BUSINESS & EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Andrew was a Senior Director with GVA Corporate Services. He began his real estate career as an Industrial broker for Grubb & Ellis | Richmond where he specialized in tenant representation, sales, leasing and site selection.

Upon leaving Grubb & Ellis | Richmond, Andrew joined Wolseley North America as a senior leader of their real estate team, spending the next several years managing their corporate department process and growth during a time of unprecedented company expansion, including over 300 new locations.

CLIENTS REPRESENTED

- ATCO
- Best Foods
- Bridgestone Firestone
- Cedar Creek Lumber
- Dominion Energy
- Ferguson Enterprises
- Goodwill of the Coast Empire
- LeClairRyan
- Magna International
- McGuire Woods
- Rent-A-Center
- Stock Building Supply
- Universal Supply
- Wolseley Canada

HARRISON & BATES

Commercial Real Estate

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CONTACT DETAILS

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