

## PAUL L. PICCIANI

Senior Vice President, Shareholder

**T** 415.229.8973  
**C** 415 828 6191  
paul.picciani@kidder.com  
**LIC N° 01759888**



*Paul Picciani joined Kidder Mathews in 2009 from a local San Francisco firm, Pacific Union Commercial Brokerage. His practice has always had a 100% focus on effective tenant representation; his strong performance for clients has resulted in virtually all of his production coming from client referrals.*

Prior to his commercial real estate career, Paul's work in sales and sales management with both privately-held and publicly-traded companies ranging from fresh fruit distribution to manufacturing to software provided a depth of experience that gives him the context to understand how a client's business is related to its real estate, and what strategies to employ so as to achieve the best possible economics for both.

### EDUCATION

BA from University of Connecticut; One year at University of Essex, UK

Harvard Program on Negotiation

Dale Carnegie Training Courses - Public speaking/Communication, Sales/Negotiation, Management/Leadership

### ADDITIONAL CLIENTS

Marketron	SeaWeb
New Door Ventures	SHIFT Communications
Nonprofit Finance Fund	SingleStop USA
PHOTON Publishing	Tipping Point Community
Pipeline Healthcare	San Francisco Child Abuse Prevention Center
Rails-To-Trails Conservancy	

### SELECT CLIENT LIST

AK Capital

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Anderson Staffing

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Barbarian Group

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Code for America

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Compass Family Services

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Flagstar Bank

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FORD Models

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Galiem Capital Management

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Greystripe

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Hands-On Mobile

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Hood & Strong LLP

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Jackson Square Dentistry

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KIPP Bay Area Schools

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Law Offices of Alcantar & Kahl

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Law Offices of Brent Coon & Associates

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Limos.com

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