

PAUL L. PICCIANI

Senior Vice President, Shareholder

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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
- Anderson Staffing
- Barbarian Group
- Code for America
- Compass Family Services
- Flagstar Bank
- FORD Models
- Galiam Capital Management
- Greystripe
- Hands-On Mobile
- Hood & Strong LLP
- Jackson Square Dentistry
- KIPP Bay Area Schools
- Law Offices of Alcantar & Kahl
- Law Offices of Brent Coon & Associates
- Limos.com