



**William C. Hanson, SIOR**  
President  
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## Career Summary

A veteran of the commercial real estate industry, Bill's career spans more than 30 years, gaining him hands on experience in nearly every facet of the business including sales, leasing, investment strategies, property management and ownership. In 1993, Bill assumed the role of President of NAI James E. Hanson, building on his exceptional depth of industry knowledge and pairing it with his natural leadership style to set a path of unprecedented growth for the company.

Under Bill's leadership and management, NAI James E. Hanson has grown to include over 70 employees in two offices with a reputation of attracting and retaining some of the best in their field. Firm revenues have grown ten-fold and the number of agents has tripled. Due to Bill's fortitude, NAI James E. Hanson has averaged over \$1B in transaction values (275 transactions) over the past three years and currently manages 7MM square feet of commercial real estate space.

## Education

Colgate University - Bachelors of Art in Economics

## Professional Affiliations

Bill's expertise in the field has allowed him to serve in leadership roles on the boards of several real estate organizations. Bill is also committed to serving his local community, volunteering to serve in a leadership capacity on numerous organizations including:

Society of Industrial and Office Realtors (SIOR) - Foundation Board (2019-Present)  
- NJ Chapter President (2003)

Commerce and Industry - Chairman (2020)

Meadowlands Chamber of Commerce 2040 Foundation – Vice Chairman

Boy Scouts of America - Board of Directors (1998 - Present)  
- VP of Administration (2000 - 2003)

Main Street Business Alliance - Board Member

Hackensack University Medical Center Foundation Board (since 2002)

Bogota Savings Bank - Board of Directors

West Bergen Mental Health (2009 - 2018)

NAI Global Leadership Board Chairman (2009)

Foundation for Free Enterprise - Current Board Member. Past Chairman

Current Member of:

- IOREBA (Industrial & Office Real Estate Brokers Association)

- ICSC (International Council of Shopping Centers)

- NAIOP (National Association of Industrial and Office Properties Board Member)

- ULI (Urban Land Institute)

- ARC of Bergen and Passaic Foundation