



Tom Kalmikov

Associate



Professional Experience

CAREER SUMMARY

Tom is a Southern California native who has had a passion for real estate since an early age. He is following the same path that his family took two generations before him. His first job was with management at an apartment building where he learned how to maximize value in each unit. He was involved with physically upgrading units as well as sitting down with management and learning how qualifying tenants and other operating processes worked. Soon after, he began attending Biola University to study business marketing-management. While studying, he held a job as a warehouse utilities worker and was involved in inventory control. He experienced the routines of sending and receiving shipments and maximizing the space available inside of a building. During this time, he was also a leader and president of Biola's Outdoor Adventure Club. He led the club on backpacking trips, rock climbing trips and other outings and dealt directly with the risk management and accounting departments of the university.

Due to Tom's generational family history in the real estate industry, Tom has a keen understanding of real estate cyclical tendencies and is mentally prepared to guide his clients through the ups and downs of commercial real estate. Tom's background in property management gives him knowledge in maximizing real estate value through strong tenant relations, tenant qualifications, releasing space and the importance of keeping the asset in tip top shape to maximize value. As a warehouse utilities worker Tom honed his skills in inventory control and product space management. This gave Tom the knowledge to deeply understand the importance of space and how his client needs to maximize space for greater returns to the client's bottom line.

Tom possesses leadership skills as demonstrated by his dedication as President of Biola's Outdoor Adventure Club. Skills learned in this roll include: Leadership, organizational skills, risk management, financial responsibility and people skills. All skills that are required in managing, implementing and completing property marketing assignment or tenant representation.

SPECIALIZATION

Industrial Sales, Leasing, Development Services, Investment Sales and Analysis for the Inland Empire Market

EDUCATION

Bachelor of Science in Business Administration- dual emphasis in Marketing-Management

PERSONAL

Tom currently resides in Rancho Cucamonga and enjoys outdoor sports such as cycling, kayak surfing and rock climbing.

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