

# Timothy M. Conlon

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## **BIOGRAPHY**

Mr. Conlon is the National Real Estate Manager for Toyota Financial Services, whose primary responsibilities are focused on strategic global real estate strategies that contribute to operating efficiency and workplace performance of the financial services groups which include Toyota Financial Services, Toyota Insurance Services, and Toyota Banking – and total a portfolio of approximately One (1) million SF.

TFS corporate real estate portfolio services responsibilities include both real estate, facilities management, and global facilities in Puerto Rico and South America. In this role Mr. Conlon is responsible for all aspects of facility delivery, including strategy and planning, site selection, negotiation, construction, occupancy and ongoing operations. He is actively engaged in completing executive management strategic reports and evaluations related to new initiatives and as well as current business practices. Over the past several years in this capacity, he achieved nearly \$6 million in savings over a two (2) year period while implementing a strategic initiative that required existing leases to be renegotiated to match revised business operational practice. He also recently completed a strategic review of the real estate and facilities service process and implemented new processes that have achieved increased operational efficiencies and strategic planning capabilities. The implementation plan was a multi-level plan which included a revised operational plan for real estate and facilities delivering increased services to the internal customers and key metrics to executive management. The revised plan also included metrics to evaluate service providers which resulted in increased efficiencies and reduced costs.

He received a Bachelor of Architecture and a Master of Architecture from California Polytechnic State University, San Luis Obispo. He is also a LEED Accredited Professional and received a Master of Corporate Real Estate (MCR) from CoreNet Global. A native of Southern California, Tim resides in the South Bay with his wife and children and is actively involved with numerous philanthropic causes and industry specific organizations.