



# Chris Zlocki

DIRECTOR OF CONSULTING, STRATEGY & INNOVATION  
INTEGRATED CLIENT SERVICES | CORPORATE SOLUTIONS



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## EDUCATION AND QUALIFICATIONS

Columbia University  
M.S. Real Estate Finance & Development

University of Pennsylvania  
M. LARP Environmental Planning, Landscape Architecture & Urban Design

Penn State University  
B.A. Political Science - Public Policy

## CONTACT DETAILS

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## AREA OF EXPERTISE

Over the course of his 15 plus years in consulting, Chris Zlocki has established a reputation of scale in development, planning and strategy for corporate and institutional clients. His range of experience encompasses the financial services, real estate development and industrial sectors. Throughout the years, Chris has developed expertise in portfolio strategy, footprint optimization, operational consolidation, capital expenditure management and financial forecasting.

## PROFESSIONAL ACCOMPLISHMENTS

- Assisted a Fortune 5 global automotive OEM in the transition of planning approaches and studies to encompass a globally integrated product and footprint portfolio planning emphasis for 13 global brands generating over \$150b in revenue.
- Collaborated on the regional consolidation planning for a fortune 5 company that led to a 20% reduction in office space and \$200 million in total operating cost
- Engaged in prioritization for linking advanced product concepts to future market growth opportunities in the ideation stage of the product development and manufacturing pipeline.
- Developed manufacturing portfolio optimization modeling process and decision support tools for balancing fortune 5 product and footprint allocation
- Designed organizational structure, program and capital expenditure forecast for \$1 billion asset reinvestment plan.
- Awarded the HRH Starrett award during his graduate studies at Columbia

## BUSINESS AND EDUCATIONAL BACKGROUND

Prior to joining Colliers International, Chris co-founded Trace Venture Associates, a network of business consultants and management advisors focused on portfolio, business and capital expenditure consulting services with the objective of improving the returns on a client's available capital. During his tenure with Trace, he led engagements focused on manufacturing investment scenario planning, capital forecasting, business unit strategic analysis, real estate development strategies for adaptive re-use projects and portfolio health and sufficiency studies.

Preceding the formation of Trace, Chris was a director of strategic planning at HLW International, where he led engagements on behalf of Fortune 500 clients. During this time, Chris was successful in developing innovative data-centric strategic modeling processes and tools to be implemented in the planning of financial, capital expenditure, manufacturing and operational improvement. Before dedicating his career to the alignment of business and footprint solutions, Chris gained experience as an urban designer and master plan consultant.

## COMMUNITY INVOLVEMENT

Chris has led seminars at Harvard University's GSD executive education program on portfolio planning. He has also lectured and taught in the discipline of scenario planning at various professional and corporate lecture series.