

George Conti joined Iron Mountain in August 2012 as Vice President of Global Client Solutions and Planning. In that role George was responsible for delivering comprehensive analyses/plans that provided P&L owners with the information needed to make decisions in any area that real estate touched. He created strategies to right size the portfolio and/or reduce cost, to integrate real estate portfolios that were acquired as a result of mergers or acquisitions and to ensure that GRE decisions had appropriate business input and alignment.

In June 2014 George became Vice President, International Real Estate adding responsibility for project management and transactions for the international portfolio to his planning and client solutions responsibilities. In that role he oversees the permitting and executing of real estate projects, transactions, budget adherence and, together with local finance, the real estate capital budgeting.

In 2014, in conjunction with IRM’s conversion to a REIT, George was asked to stand up the firm’s first Global Real Estate Purchase Program with the goal of owning more real estate over time and optimizing the existing portfolio. In the first year of this program the team developed the infrastructure, market data and processes for executing the program and acquired over 1M SF as well as identifying 20M SF of additional opportunities. In this capacity George presented multiple times to the Finance Committee of Iron Mountain’s Board of Directors.

Prior to joining Iron Mountain, George was the Vice President of Portfolio Planning, Research and IT with Fidelity Real Estate Company (FREC), the corporate real estate division of Fidelity Investments. Overseeing a portfolio of ~11M SF, he was responsible for the creation of all short-term, medium-term and long-term real estate portfolio and occupancy strategies worldwide, covering multiple business units and functions. He also led a team focused on Research, including demographics for location analysis, benchmarking, and data analytics. In addition to his responsibilities running the Planning and Research functions, George was also responsible for overseeing the operation of FREC’s Information Technology group, with a focus on platform innovation and adoption of mobile technology in the real estate industry.

A native of the Boston area, George holds a BS from Cornell University. He served as President of the Boston Cornell Hotel Association from 2002 to 2009 and is an active member of CoreNet Global and the Real Estate Executive Board. George has delivered presentations on multiple occasions at CoreNet Global summits in North America and Europe and in 2014 won a Luminary award for achieving a top 10% in speaker rating scores. He and his wife, Rachel, have four children and live outside of Boston, Massachusetts.