



## PERSONAL PROFILE

---

*Jeffrey A. Tosello*

Jeff began his real estate career in 1989 with a small Chicago based property management firm as their accounts receivable bookkeeper. Over a 10-year period he worked his way through various accounting and management positions. Notably, Jeff was the general manager of several mixed-use office buildings and the assistant manager of One IBM Plaza.

During the same time frame, Jeff developed a new business division for the company focusing on corporate real estate strategy, technology and business process outsourcing. He pursued and secured national relationships with IBM, Sprint, Sears, Advocate Healthcare, Prudential and Exxon making it a multi-million dollar service enterprise.

Recognizing an increasing market demand for administrative and technology strategy in the real estate industry, Jeff left the company after 10 years to launch Portfolio Solutions Group. As President of this group, Jeff has established a strong, committed team of real estate professionals and with a remarkably different corporate structure geared specifically for service excellence. The company provides consulting and portfolio administration services on a national and International basis both directly to business customers and through a network of related industry organizations.

Jeff's role with PSG is to continue building and developing a world-class team of service professionals that are helping to establish the best practices for this emerging discipline. For clients, Jeff's experience in many aspects of real estate ownership, tenancy and management becomes a valuable part of establishing the blue print for progressive data management and work processes evolving within the context of existing real estate processes and strategies tied to business drivers.

Jeff has a Bachelor's Degree in Finance and Economics from Elmhurst College and a Masters of Business Administration from Loyola with a concentration in Information Systems. He has a RPA designation from the Building Owners and Managers Institute and holds a real estate broker's license in the State of Illinois. He also sits on the Board of Trustees for the James Jordan Boys and Girls Clubs.