

# Brian Connolly

Senior Managing Director | [brian@hughesmarino.com](mailto:brian@hughesmarino.com)

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**Brian Connolly** is a senior managing director with Hughes Marino, a global corporate real estate advisory firm that specializes in representing tenants and buyers. As a founding leader of the firm's Boston office, Brian's focus is representing dynamic companies across an array of industries to align business objectives with strategic real estate solutions.

With over two decades of experience in the commercial real estate industry, Brian is client-focused, driving value and results for dynamic companies in the delivery of transaction services, both locally in Boston as well as more broadly around the world. His areas of expertise include tenant and buyer representation, portfolio management, transaction strategy, financial structuring, portfolio solutions, complex headquarters transactions, growth strategy, sale leaseback and build-to-suit transactions. He has led transactions in all major U.S. markets, as well as global assignments in over 26 countries across six continents.

Brian has conducted hundreds of real estate transactions for clients in excess of 30 million square feet, with

aggregate values in the tens of billions of dollars. He has worked with tenants from a multitude of industries including clean-tech, high-tech, life science and biotechnology, manufacturing, semiconductor, professional services, financial services and gaming.

Brian has been awarded the Boston Commercial Brokers Association Deal of the Year award twice, and has represented a global client in the build to suit lease transaction for their world headquarters in western Canada, representing the tallest commercial tower in Canada outside of Toronto.

Prior to joining Hughes Marino, Brian was an executive director at Cushman & Wakefield, and previously spent almost a decade at JLL where he was a managing director of the firm's Boston office. He began his commercial real estate career with Richards Barry Joyce & Partners (RBJ) in Boston in the early 2000s. Needless to say, as a native Bostonian, Brian's unmatched knowledge of the region's market, the economic drivers supporting it, and the challenges faced by tenants striving to stay in front of its fluctuating cycles is unsurpassed, making him an invaluable asset to his clients and Hughes Marino.

Brian enjoys working out, traveling and spending time in Newport with his dog, America. Brian resides in the Seaport area of Boston.

## Education

- Bentley University, B.S in finance
- MCR, Corenet Global

## Professional Activities

- License #9040139

## Honors and Awards

- Deal of the Year (multiple times)
  - Boston Commercial Brokers Association