

First Commercial Realty & Development Inc.

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G.S. Khalsa

ABOUT

GS graduated from Southern Methodist University in Dallas, Texas with a Masters Degree in Engineering. Upon graduation, GS began working at IBM Corporation where in 1998 he became the Senior Technical Sales Specialist. At IBM, GS designed and assisted the successful implementation of pilot at GMAC and the State of Michigan, as well as, providing Java solutions to many high profile companies.

After leaving IBM, GS decided to start up his own company Singh & Associates, Incorporated. Their goal was to help small businesses optimize the use of information technologies tools to reduce cycle time, expenses and improve the bottom line. As the president of the company, GS handled a variety of different business aspects such as marketing, sales, and proposal responses.

In 2001, GS decided he needed a career change and took a position as a sales agent at Arnold Associates, Incorporated; a commercial brokerage company. At Arnold, GS negotiated terms and conditions with buyers and sellers, marketed properties to developers, builders and investors and met with city planners to come up with zoning changes.

Early in 2003, GS began working at Insite Commercial Group. At Insite GS worked on Investment/Land Real Estate deals for the Detroit Metropolitan market. As of October 2005 GS works at First Commercial Realty & Development Co., Inc. He will be working to acquire vacant land for developers and leasing retail for Plaza owners. He will also find deals for investors. With his prior knowledge of commercial real estate coupled with his knowledge of information technology, GS has become a real asset to the company.