

LARS A. HEIMLICH

Islip, New York 11751 • (516) 675-1180 • larsheimlich30@gmail.com • linkedin.com/in/larsheimlich

SUMMARY

Economics student and Division I athlete at Fairfield University with commercial real estate experience at Cushman & Wakefield spanning valuation, market research, and the marketing and data systems a brokerage team runs on.

EXPERIENCE

Cushman & Wakefield | Melville, NY

May 2026 – Dec 2026

EIC Intern / Junior Broker, Long Island Industrial Advisory Group

- **Supported tenant and landlord representation** across Long Island industrial listings, conducting property tours, assembling availability surveys, and preparing tour packages for active client searches.
- **Prepared Broker Opinions of Value and market reports** supporting asset pricing and new-business pitches across industrial and retail properties.
- **Collected and analyzed market data** on lease and sale comparables, availability, and pricing across the Nassau and Suffolk industrial markets, reconciling CoStar, ZoomInfo, LandVision, and municipal assessor and GIS records into usable comp sets.
- **Produced client-facing marketing** for the group's Industrial Outdoor Storage and small bay listings, including flyers, leasing pitch decks, market surveys, email campaigns, and two live property websites (longislandsmallbay.com, longislandyardspace.com).
- **Built the group's prospecting infrastructure**, cleaning and tiering a 13,500+ contact database for the Ascendix CRM migration, plus targeted outreach workbooks for site work contractors and portable sanitation operators.
- **Led adoption of AI tooling in the Melville office**, automating research, document production, and prospecting workflows now used by the brokerage team.

Jones Beach Corporation | West Islip, NY

June 2020 – Present

Lifeguard

- Ensure swimmer safety across high-traffic waterfront facilities including Jones Beach, Robert Moses, and Benjamin Beach; respond to emergencies with water rescues and first aid.

Block Buildings | Manhattan, NY

Jan 2026

Commercial Real Estate Shadow Experience

- Observed property tours, leasing meetings, and underwriting discussions alongside senior leadership at a Manhattan commercial real estate firm.

EDUCATION & CREDENTIALS

Fairfield University | Fairfield, CT

Sept 2023 – Expected May 2027

Bachelor of Science in Economics, Dolan School of Business | GPA: 3.6

- New York State Real Estate Salesperson License, in progress.
- Ackman-Ziff AZ Educate, Session II, August 2026.

LEADERSHIP & ACTIVITIES

Fairfield University Lacrosse | Fairfield, CT

Sept 2023 – Present

Division I Lacrosse Athlete

- Balance 20+ hours per week of in-season training, film, and competition against a full business school course load.

LT Athletics | Islip, NY

2024 – Present

Founder

- Founded and operate a youth lacrosse and athletic training business as a certified personal trainer, running weekly grade-level clinics and one-on-one sessions; manage scheduling, pricing, parent communication, and web presence.

SKILLS

Real Estate & Research: BOVs, comparables analysis, market surveys, CoStar, LandVision, ZoomInfo, CRE OneSource

Technical: Excel, PowerPoint, Word, Adobe Creative Suite, HTML/CSS, Cloudflare Pages, Google Workspace & Analytics

Other: AI workflow automation, web development, social media and brand management, client relations