

MICHAEL MURPHY REJOINS R.J. BRUNELLI & CO. AS SENIOR SALES ASSOCIATE

OLD BRIDGE, N.J. (4/3/17) – Retail real estate industry veteran Michael L. Murphy has rejoined R.J. Brunelli & Co., Inc. as a Senior Sales Associate, initially focused on representing the firm’s foodservice and grocery clients in eastern Pennsylvania markets.

The New Hope, Penn. resident returns to the Old Bridge, N.J.-based retail real estate brokerage following four years as Director, Retail Services for Cushman & Wakefield, Philadelphia. From 2006 to 2012, Murphy served as a Senior Sales Associate at R. J. Brunelli., where he provided project management, landlord and tenant representation services.

Over the course of a career that spans five decades, Murphy has served in a variety of senior level positions at major shopping center and retail companies. He began his career in 1972 as a mall marketing director with Ernest W. Hahn, Inc., San Diego Calif. and went on to serve as marketing/operations manager, and subsequently general manager/leasing director for major malls in Utah, Virginia, Montana, and California. From 1980 to 1989, he was Senior Vice President, Director for Mrs. Fields’ Cookies, Park City, Utah. In that role, he led all aspects of corporate marketing and store development during a period in which the chain grew from three to 700 locations in the United States and five foreign countries.

Murphy later became the first Senior Vice President-real estate of a major national retail chain to be named Vice-President, Leasing for a top-ten U.S. shopping center company when he assumed that role in 1990 at Kravco Company, King of Prussia, Penn. In that capacity, he was responsible for all real estate and leasing activity for the developer’s portfolio of 26 regional and 14 community shopping centers comprising 35 million square feet, and played a key role in the renovation, expansion and remerchandising of The Court and Plaza at King of Prussia.

Murphy graduated from Brigham Young University with a B.A. in marketing/advertising/public relations. He holds the International Council of Shopping Center’s (ICSC) Certified Leasing Specialist (CLS) and Certified Shopping Center Manager (CSM) designations, and was a faculty member for the Council’s Schools for Professional Development from 1991-1995.

About R.J. Brunelli & Co.

[R.J. Brunelli & Co.](#) serves as exclusive broker for 44 existing retail properties and five centers under construction with a combined gross leasable area (GLA) exceeding 2.0 million square feet, along with two business locations for sale or lease, and five properties for sale. The properties are located throughout New Jersey. The firm also serves as exclusive or preferred tenant representative for approximately 20 retail, restaurant and service chains. These include national assignments for AAMCO and The Max Challenge, as well as representation in various New Jersey, New York and Pennsylvania counties for such major companies as Boston Market, Dollar Tree, 7-Eleven, Sally Beauty Supply, State Tire, TCC Verizon Wireless, and Work Out World.

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Press contacts: At R.J. Brunelli & Co., LLC, Danielle Brunelli-Albrecht, President, (732) 721-5800; at Parness & Associates Public Relations, Bill Parness, bparness@parnesspr.com or Lisa Kreda, lkreda@parnesspr.com, (732) 290-0121.

