



CHRIS LABROSSE

Parsippany – Senior Vice President

Licensed in New Jersey

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EDUCATION

Rutgers University, 2005
B. A. in History
Minor in English

EXPERIENCE

Chris began his real estate career at The Children's Place in 2007, where he was promoted through a succession of management roles before becoming the head of real estate and store development in 2014. Chris's exceptional negotiation skills and understanding of omni-channel strategy led to his promotion to Senior Vice President of Store Development and Global Logistics in 2019 where he was responsible for the strategy and negotiation of all domestic and international offices, distribution facilities and over 1,000 store leases.

While at The Children's Place Chris was responsible for all aspects of real estate activity for new and existing stores which required him to work closely with brokers. He has an extensive background in real estate strategy and dealmaking, financial investment decision-making, P&L management, distribution operations and order fulfillment.

His skill set includes site selection, portfolio management, lease analysis/interpretation and real estate financial strategy.

BACKGROUND

Chris currently lives in Bergen County with his wife, Tara, and their three children. As a former wrestler and coach, he anticipates being involved in coaching again as his children get older.

NOTABLE ACCOMPLISHMENTS

- Created and successfully implemented the Store Fleet Optimization strategy, one of the four pillars making up the strategic plan of the company
- Developed a North American real estate market plan for each channel to define the ultimate fleet size and store deployment plan
- Reduced average occupancy per store across all store types and channels, resulting in increased profits
- Enhanced lease language, adding additional protections in a challenging environment
- Led team that analyzed, negotiated and papered over 300 lease actions per year
- Built strategy of negotiations by landlord and center for short and long term deals
- Presented long range strategic plan to Board of Directors; received unanimous approval
- Key member of the omni-channel steering committee, responsible for decisions around the company's omni-channel strategy