



## **Alexander Paul**

### ***President, Transwestern Support Group***

Sandy Paul is responsible for national research activities for Delta's affiliate, Transwestern, leading the research and analysis teams for seven metropolitan areas, tracking real estate markets and regional economies. He joined Delta in 2001, authoring the firm's periodic retail, office and flex/industrial market publications throughout the nation.

In addition to his publication responsibilities, Mr. Paul speaks on behalf of Delta and Transwestern at seminars on office market and regional economic conditions. Mr. Paul also manages consulting engagements for Delta's corporate clients, such as site-specific studies and topical research on issues affecting the real estate community.

Before joining Delta, Mr. Paul was a consultant with American Management Systems (AMS) in Fairfax, Virginia, where he focused on new business development with public sector clients. Prior to joining AMS, Mr. Paul was an associate with Coopers & Lybrand in New York City, where he concluded business incentive agreements between private sector firms and economic development agencies.

Mr. Paul received his Master of Public Policy (MPP) degree from Duke University's Terry Sanford Institute. He received his bachelor's degree, *cum laude*, from Dartmouth College.